

JANUARY 10, 1953

The Magazine for Executives

Better Fitting Shoes Through

A NEW LAST SYSTEM



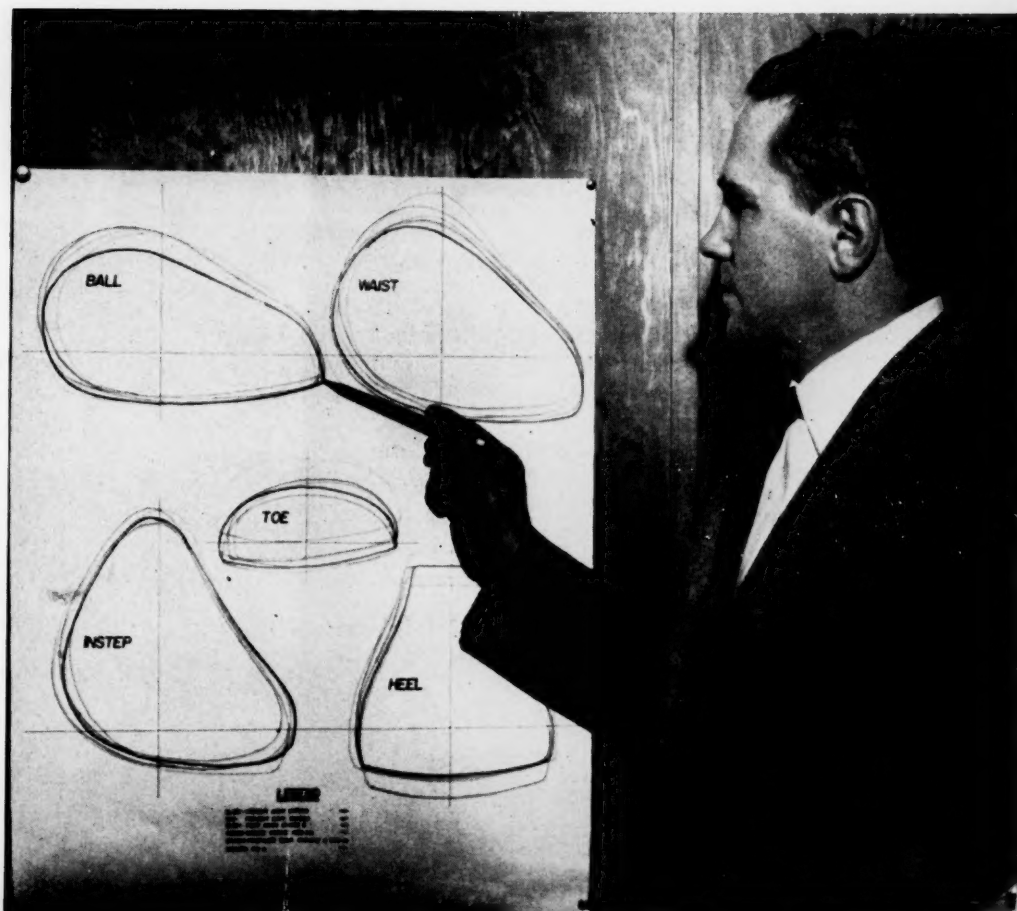
(see page 6)

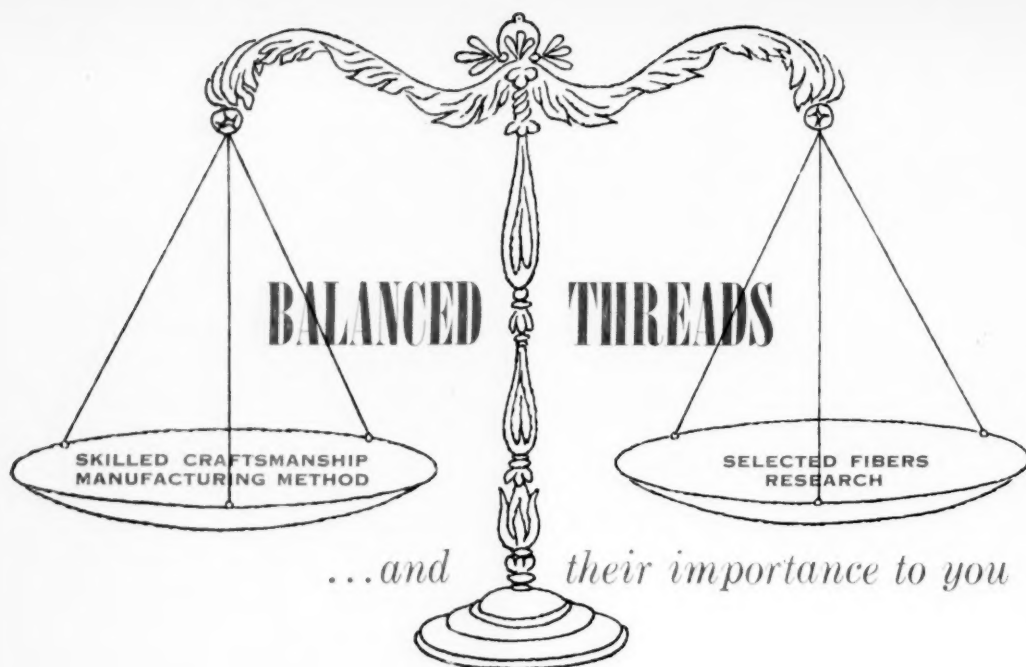


Also . . .

**Molding
Leather
Dust**

(see page 8)





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LEATHER AND SHOES

The Magazine for Executives

Vol. 125 Jan. 10, 1953 No. 2

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MEMBER: Audit Bureau of Circulations

Letters to L & S

That Milwaukee Symposium

Sirs:

I notice that the Tanners' Production Club of Milwaukee is going to have a practical symposium on January 17, 1953 at the Hotel Plankinton. I understand it will be an all-day session.

I like to go to places where I will meet my friends of the tanning industry and learn something at the same time. But I do wish when these guys make announcements they wouldn't use such highfalutin words. I didn't even know the meaning of the word "symposium" so I had to look it up in the dictionary. It sez, "symposium—a collection of utterances by different persons on one subject; a gathering for drinking, conversation, and intellectual entertainment."

I have been going to these things for years without knowing the polite name for them was symposium.

The part of the definition sez, "intellectual entertainment"—that's the part I miss out on when I go to the chemists' convention. Those chemists really love the lingo because they understand it. Why it wasn't until recently that I learned what H₂O meant. I used to think it was some kind of a slang expression like saying "everything from A to Z."

When I looked in the dictionary, I was surprised to see how many words began with sym--- and also my utter lack of knowledge of the true meaning of the words shown. For instance, I always thought "sympathetic ink" meant the kind you used when you wrote home to the old man and asked him for a couple of extra bucks—but that's not what the dictionary says. It says "a colorless ink used for invisible writing, in which color can be developed to a state of visibility by heat." Heck, the old gent never even bothered to send back a check, invisible or otherwise.

I am going to the meeting in Milwaukee, though, because it will be a practical one where I will also come in contact with some fellows like myself who haven't got too much book learnin' but who do know how to make a good piece of leather and still want to learn more. Bob Lotz and Dr. Theis tell me the meeting is going to be right down to earth, sort of shop-talk that everybody will understand.

In looking over the agenda, it seems to me as though it is going to be a real meeting where they will tell a

lot of things I would like to know about. For instance, I would like to know what is the chrome supply situation. Have we a stockpile in case of emergency? Can we use a low grade domestic ore if necessary? Dr. Copson of Mutual Chemical is going to answer such questions. T. C. Hollander of United Shoe Machinery Corp. will tell what's new in tannery machinery design and there will also be a talk by Bill Dawson of the Chemtan Company who is really a smart cookie when it comes to resin tannages.

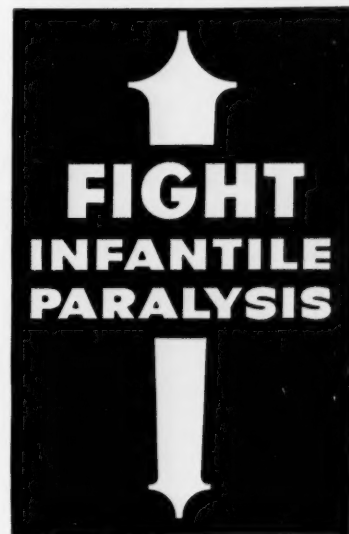
J. T. Chain of Diamond Alkali is going to tell us what happens when aluminum sulphate is used with chrome. Walter Schultz is quite a guy on vegetable tannins. Dave Wilson will talk on the Basicity of Chrome Tanning, and when Bob Lotz and Dr. Theis go to work you are bound to learn something. In fact, I had better stop talking about it or I'll have you feeling like me and several hundred other people who can hardly wait for January 17, 1953.

Judge Van Pelt will be the after-dinner speaker, and we know he is always good.

You had better come along because a great many people will be there who would like to see you. If there is anything you did not understand, you can ask me about it at the cocktail hour between 5 and 7, and the closer you get to 7 o'clock, the better explanation you will get.

Andy Onymous
Newark, N. J.

MARCH OF DIMES



JANUARY 2-31



*Many of the misunderstandings
among the industry's branches can be
diminished to the profit of all by*

THE OPEN DOOR POLICY

NOBODY will argue with the proposition that it is a distinct advantage to know something about the business of your customer and your suppliers.

Yet it is surprising to realize the "chasm of the unknown" that exists between the major branches of the shoe and leather industry. A large percentage of shoe retailers have never seen the inside of a shoe factory; many tanners have never visited the plants making the various chemicals and tanning materials they use, or have never taken a tour through a shoe factory to see what happens to their leathers. A good share of shoe manufacturers have never observed a tannery in operation, or have never spent a day in a shoe store to see how shoes are fitted, selected and sold.

Periodic Gripes

Yet we find the shoe retailer issuing periodic gripes against the shoe manufacturer—against deliveries, or the product. And the shoe producer bemoaning the fact that the retailer "just doesn't understand" the problems involved in making shoes. And of course the retailer retaliating with, "The manufacturer doesn't take the time or interest to understand our problems."

Round and round it goes—the tanner bemoaning the fact that the shoe manufacturer takes for granted everything about the leather except the price. The tanner pleads for a little "appreciation" of his problems.

It makes no difference which particular branch or aspect of the shoe and leather industry you select, you'll always find three gripes: that of the supplier, the maker and the

buyer. It has been this way for decades—ever since business and industry took on its streamlined, mass-production character.

In the old days there were certain advantages which today have been wiped away. The shoe manufacturer, for example, frequently could make a shoe from start to finish, himself. With his leather sources close by, he frequently visited the tannery, watched leather being made. He understood and appreciated what he was buying—understood and appreciated the problems of operating a tannery. And the situation worked equally well in reverse—with the tanner having an intimate knowledge of his customer's factory operations.

Out of this grew a mutual sharing of problems based on mutual understanding of the problems. The relationship contained far more substance than a mere periodic transaction or bargaining arrangement.

This is not to say that we can or should bring back the old days. Mass production has, of necessity, created a sort of "absentee" relationship. Specialists frequently handle the buying. But the majority of other management executives, busy with other specialized assignments, play an absentee role with the sources of the materials that go into their product, and with the sources that buy their own finished products.

Open The Doors

Well, can we find a happy meeting ground of the "old" and the "new?" Yes. A mass opening of doors, and a mass laying out of the welcome mat. The idea is neither new nor complex. The shoe manufacturer opening his door to a tour of inspection to tanner

and shoe retailer alike, the tanner doing likewise, and so on along the line.

"But our door has always been open," is a commonly heard remark. True enough, most plants and stores have open doors. But an open door does not automatically attract visitors. The latter have to be repeatedly invited, urged and "sold" on the idea of accepting the invitation; not as a favor to the open-door house, but sold on the positive idea that the visit is to their advantage.

Retailers sell leather shoes. But few retailers have a solid knowledge of leathers based upon seeing leather in process. And relatively few have an intimate knowledge of shoe structure based on tours through shoe factories. Yet these retailers could convert such knowledge into a profitable selling asset.

Can Help Educate

The industry, annually spending millions of dollars to "educate" the customer, might well try the open-door policy of education. A tanner, for example, should make arrangements for the entire management group of a shoe factory to tour through the tannery, and his own group should do likewise with shoe factories. The same applies to all branches of the industry, from retailer back to packer.

This industry strains with effort, time and money to develop good customer relations—public relations, if you will. But here stands one field of customer relations long neglected—one sure to result in improved education and understanding.

Reprints at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

B. F. Goodrich shoe products

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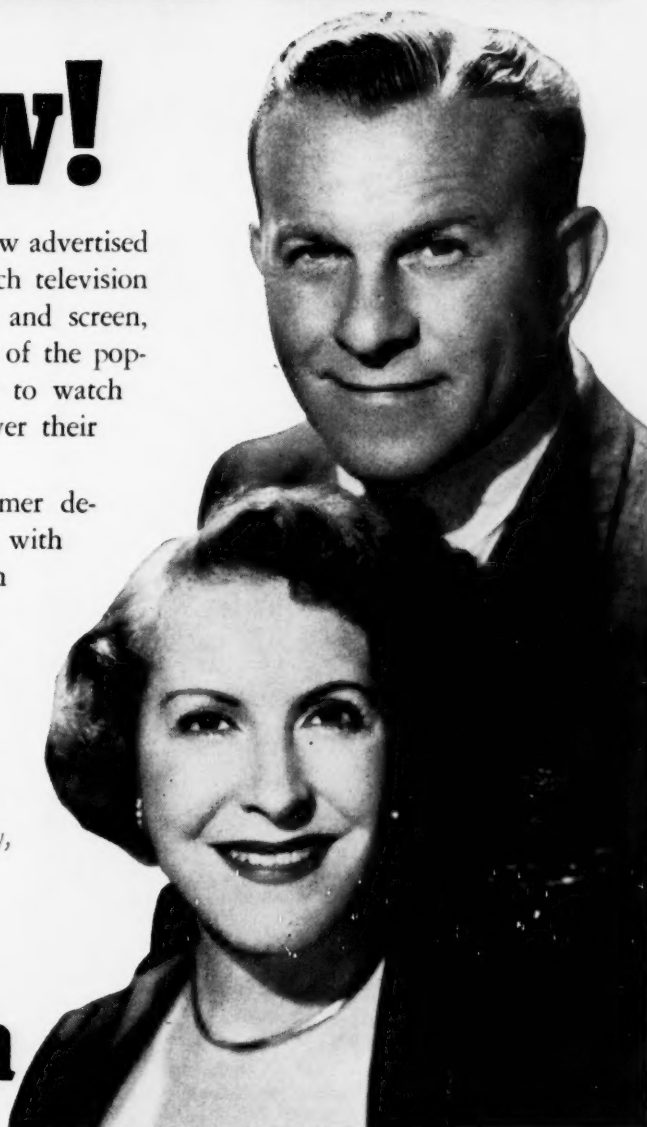
This means that a *still stronger* consumer demand will be created for new shoes made with B. F. Goodrich soles and heels. So cash in on this demand by using B. F. Goodrich shoe products wherever possible. They cost no more than unknown brands!

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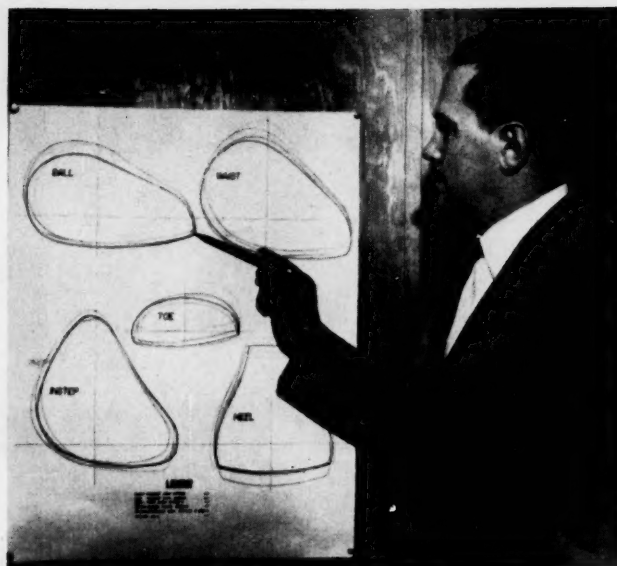
B.F. Goodrich

SHOE PRODUCTS





Left, Charles W. Mann, Head, Leather Unit, Office of the QM General, Research and Development Branch, showing new last to his co-worker, statistician W. B. Zacharias.



(Cover Photo)—C. W. Mann with chart showing discrepancies in cross sections of lasts as compared with dimensions derived from large-scale foot-measurement surveys.

Better Fitting Shoes Through

Article I



by Charles W. Mann and W. B. Zacharias

Office of the Quartermaster General
Research and Development Division

The basic dimensions of most commercial lasts used today, as well as the system of grading, differ in only minor respects from the standards adopted by the industry in 1887. However, the standard commercial last system did not prove satisfactory for military use. Therefore a study of the problem was made by an Army Shoe Board under the direction of Lt. Colonel E. L. Munson. This resulted in the development of a new last system that was immediately adopted by the Army in 1912. The

basic dimensions of the new Munson Last differed in many respects from the commercial standard, but the grading system was the same. The Munson last was modified slightly in 1946 and is the present standard for Army service footwear.

A complete size range in men's commercial lasts generally includes over 100 length and width combinations. The Army regularly uses 90 different last sizes as well as supplemental sizes and widths outside of the normal range.

Before any serious study could be made of the relative fitting qualities of shoe sizing systems, it was obviously important to have a well substantiated body of facts about the human foot. In the present study we were guided principally by the results of two large-scale surveys of soldiers' foot dimensions. One of these surveys, a study made in 1945 by the Armored Medical Research Laboratory at Ft. Knox, Ky., furnished data on some 27 foot measurements of over 6500 men. These data provided

a working knowledge of the inter-relationships of the various dimensions in terms of grades, correlations and control of variability. The second survey was carried out at six different separation centers and furnished what was felt to be the most reliable information on the average values of six principal foot dimensions. More than 24,000 subjects were included in this study.

The analyses of the data furnish basic information needed for establishing the size and shape of the typical foot of the Army man. More important, they furnish information which has not been available heretofore on the proper grading of the various dimensions of shoe lasts for different sizes and widths. The analyses provide a sound basis for a new method of evaluating the fitting characteristics of shoes and lasts. The method is expected to be an important research tool in the development of more comfortable shoes and more efficient last systems.

Comparing Shapes

The first step was to compare the shapes of large, small and medium sized feet. Shoe size tariffs generally are unsymmetrical, the greater quantity of small-sized shoes being issued in wide widths, whereas large sizes are generally issued in narrow widths. This size distribution indicated that the different groups might have different foot shapes.

The analysis of foot dimensions shows that there is nothing unusual about the shapes of large or small feet as compared to those of average-sized feet and that the apparent difference in shape is due to the fact that many of the standard last grades do not compare closely to the corresponding foot grades.

A last size of course refers to the

A Major Advance

The subject of lasts as related to the size and fit of shoes is as old as shoemaking itself. While great progress has been made, especially in the past half century, in the development of last-measuring methods, there is admittedly still much room for improvements in creating more foot-conforming last shapes and more uniformity in last measurements and shoe sizes.

The study and research undertaken by the authors of this series of three articles has revealed some findings of great importance to the industry. While these studies apply directly to men's shoes and lasts, the methods will be able to be projected into women's and juvenile footwear.

It is our opinion that the findings outlined in this series of articles are among the most significant contributions to be made to this subject of shoe fit and shoe sizes. It is a genuinely scientific work with a refreshing approach to an old problem.

These three articles are a condensation from the original report. This condensation was prepared exclusively for *Leather And Shoes* by the project's research chief, Charles W. Mann.

The Editors

heel-to-toe length of the last. In American systems the length changes by 1/3 inch with each unit change in full size, or 1/6 inch with each half size. For each change in length there is a corresponding change in each of the other dimensions described below.

Grade of Heel-To-Ball Length with Foot Length: The Munson last grade for heel-to-ball length is 7/32 inch between sizes, or 0.656 inch per inch change in last length. The analysis of foot measurements shows that the ball length of the foot changes 0.683 inch per inch change in foot length. Thus the last grade is 4.0 percent less than the foot grade for this dimension.

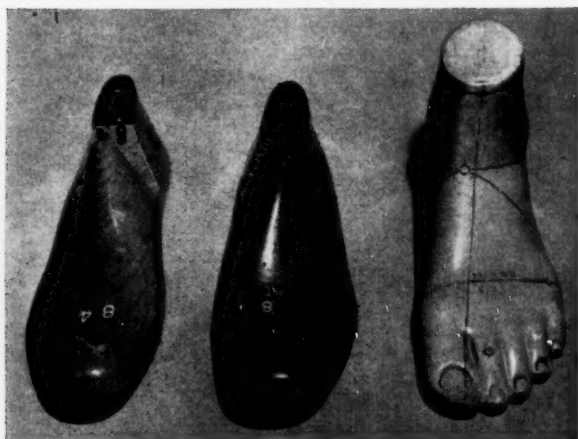
The significance of this deviation can be judged by the following comparison. Over the entire range of seven sizes (sizes 5 to 12), the ball length of the last increases by 1.531 inch. The corresponding increase in ball length of the foot is 1.594 inch.

The deviation between the foot and last grades over the entire size range amounts to only 0.063 inch. Therefore, the Munson last grade for ball length is in satisfactory agreement with the corresponding foot grade.

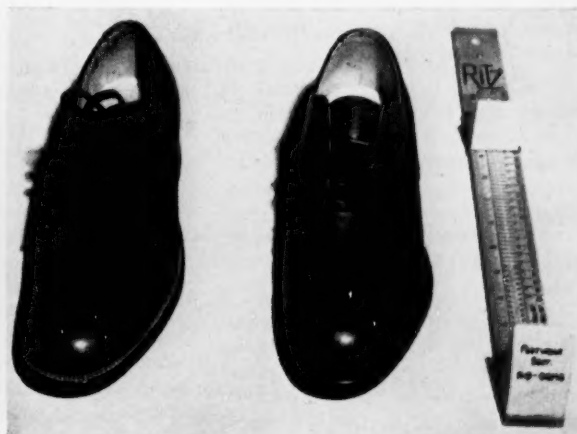
Grade of Ball Girth with Foot Length: The Munson last grade for ball girth is 1/4 inch between sizes or 0.750 inch per inch change in length. Foot measurements reveal that the ball girth changes only 0.538 inch per inch change in length. The last grade is 39.4 percent greater than the foot grade for this dimension.

This deviation is highly significant. The high rate of change of last ball girth with size would make it difficult if not impossible to fit a large percentage of the population were it not that a further adjustment in ball girth is possible by a change to a different width in the same size. The faulty last grade for ball girth is probably

(Continued on Page 32)



Left is new Army last based on new measurements as compared with standard Army last (center). Right is model foot with measurements taken at Fort Knox.



At left is the new Army garrison shoe made over new last. No visible difference from regular garrison shoe in center—but important differences in fit and feel of shoe.



Fig. 1 A centrifugal mixing machine is used to prepare a leather dust molding compound.

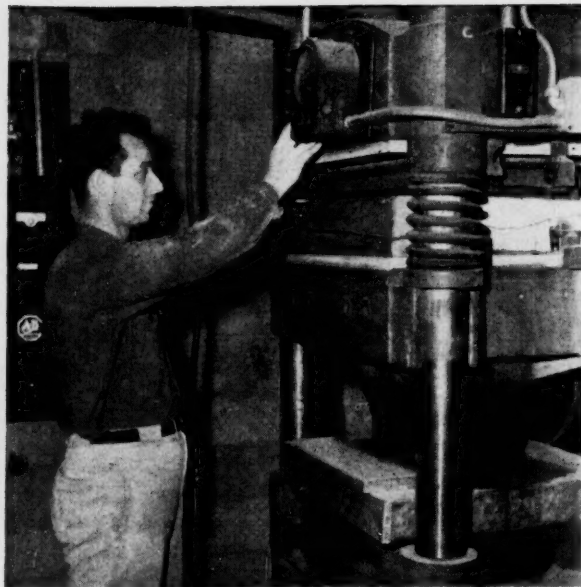


Fig. 2 Compression presses of the type shown here convert leather-dust molding materials into usable articles with heat and pressure.

MOLDING LEATHER DUST

A new process makes it possible to convert leather dust into materials and articles having many natural properties of tanned leathers

By Thomas A. Dickinson

A new process developed by Plastics Research Company of Alhambra, Calif., makes it possible to convert leather dust into materials and articles with many of the inherent physical properties of tanned leathers.

This is both interesting and significant because most of the uses that have heretofore been developed for leather dust involved the production of materials with little or no resemblance to natural leathers.

The powdery substance known as leather dust is a natural by-product of buffing or sueding equipment, but it can be artificially produced by granulating and pulverizing leather chips or scraps. At this writing, it is most commonly used as a filler or pigment in plastics, caulking compounds, etc.

Materials of the latter types generally have no more than superficial qualities in common with natural leathers, because their leather contents are relatively small (the purpose of the dust therein being to color or increase the bulk and thus reduce the cost of the materials in most cases).

In order to convert leather dust into a material with the same general properties as leathers, it is obviously necessary to rebond the leather particles so that the particles will be united much the same as they were prior to becoming components of leather dust. This, in turn, makes it necessary to minimize the quantities of adhesive that will be used to bond the particles—since materials comprising more adhesive than leather will naturally tend to inherit the properties of the adhesive.

Dispersion Problem

It is virtually impossible to disperse leather dust or any powder-like material in a liquid adhesive so as to produce a homogeneous substance comprising 80 percent or more of the powder, because the solids cannot be adequately "wetted" and bonded by the liquid. However, it is possible to disperse two different powders with requisite proportions and uniformity.

Therefore, the Plastics Research process is primarily based on the use of resins or adhesives which are avail-

able as powders for dispersion in leather dust. Such adhesive powders include:

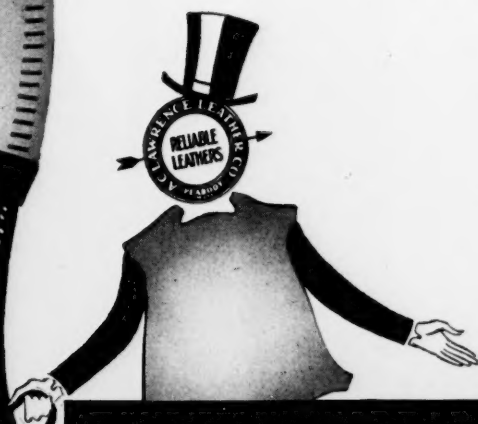
(a) Thermoplastic polymers—substances such as polyvinyl chloride resins, which can be repeatedly softened with heat.

(b) B-stage thermosetting resins—substances such as urea formaldehyde, which first soften in the presence of heat and then harden (after which they cannot be resoftened).

Small quantities of resin powders in either of the above categories, if properly dispersed in large quantities of leather dust, are capable of uniting many leather molecules under heat and pressure because of their macromolecular dimensions and flow properties.

Experience to date has shown that 20 parts of resin powder can be satisfactorily dispersed in 80 parts of leather dust by means of a centrifugal mixing machine of the type used by bakeries. (See Fig. 1.) The powder dispersions, in turn, are converted into leather-like sheets or parts with various dimensions by loading them

(Continued on Page 35)



LET YOUR CUSTOMERS HAVE THE BEST . . .
at no more cost than ordinary sole leather.

England Walton's skilled craftsmen and technicians, backed by 100 years of experience, make sure that England Walton leather soles are consistently top quality. No expense is spared to see that these high standards are maintained. Yet, despite their excellence, you pay no more for England Walton leather soles than for ordinary brands.

Specify England Walton sole leathers on the shoes you make — or sell.

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Like all Celastic Box Toes, the one shown in this un-retouched "cutaway" photo has served its owner well. He is Mr. Paul E. Fudge, of Nashville, Tennessee. Occupation: tele-

phone lineman. Mr. Fudge states: "My shoes have to take a lot of punishment and with these I never experienced any toe discomfort due to loose linings."



It's a Rugged Job BUT "CELASTIC" BOX TOES ASSURE TOE COMFORT

The wearer may not know his box toes are "Celastic" nor even that he has box toes in his shoes, but he does recognize toe comfort and pleasant toe freedom without wrinkled toe linings.

"Celastic" is designed not only for rough usage, but for every day comfort in shoes of many styles... men's, women's and children's. "Celastic" duplicates the contours of the toe of the last and forms a structural shape over the toes. Because of this "Celastic" is a measure of *quality protection* for the designer and manufacturer... a feature that builds customer loyalty for the retailer. It assures proper preservation of toe style and toe comfort, in play shoes, in street shoes... and in work shoes.



*Celastic is a registered trademark of the Celastic Corp.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

HIDE PRICES IN GENERAL DECLINE

SEASONAL FACTORS SLOW DOWN ACTIVITY

Packers Report Fair Volume At New Levels

New price declines reported in the nation's hide and skin markets this week appeared to indicate that raw-stock prices, held up artificially over the past few months, have finally yielded to seasonal factors.

Trading following the New Year holiday was moderate to brisk in some instances but all sales were made at levels at least one-half cent below previous lists. (See Hide Markets, page 27).

Immediate causes of the long-expected downtrend were increasing hide supplies at various market points, due to continued heavy cattle slaughter, and seasonal poor quality of hides. Tanners, who have filled most of their requirements for spring orders, proceeded cautiously before placing new orders, showed extreme price-consciousness.

Although general demand was reported as spotty, there was a good deal of buying on the part of sole leather tanners, including several large Eastern shoe manufacturers who tan their own leathers. A few upper leather tanners bought some lighter weight hides but these were generally the exception. Specialty leather tanners who require good grade hides were out of the market altogether.

Market observers were of the opinion that prices would continue to decline over the next few weeks before reaching a stabilized level. Unless market conditions should change overnight due to unanticipated causes, it was felt that the new levels would help forestall any substantial increases in retail shoe prices.

HERTER AND HIGH TO SHARE SPOTLIGHT

Principal guest speakers at the 84th annual banquet of the New England Shoe and Leather Association will be Governor Christian A. Herter of Massachusetts, and Stanley High, close adviser to President-elect Dwight Eisenhower, according to John E. F. Foote, Association president.

The banquet will be held Wednesday evening, Jan. 14, in the Imperial Ballroom of Boston's Hotel Statler.

High, one of the nation's leading

writers and orators, served as one of General Eisenhower's principal advisers during the recent presidential campaign. Formerly an editor of the *Saturday Evening Post*, he is one of the top editors on the *Readers' Digest*. His talk will be entitled "Where Are We Headed In National Affairs?"

Herter, whose talk will be rebroadcast from station WBZ on Thursday evening, will discuss his administration program for the coming year in Massachusetts.

Only business of the meeting will be installation of new officers and directors and special Association awards.

Simon And Sigma Leather Firms Merge

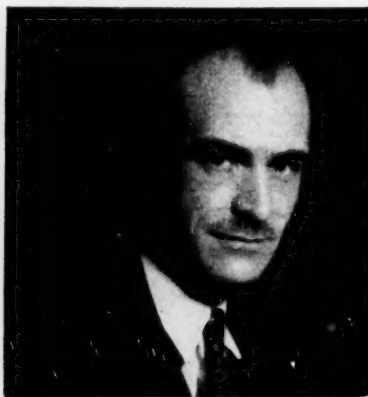
Merger of S. W. Simon Leather Co., Inc., and Sigma Leather Mfg. Corp., both of New York City, was announced this week. The new firm will operate under the name of Simon-Sigma Leather Mfg. Corp.

The merger was arranged in order to establish a broader base of operations and to streamline production and sales of gold, silver and other metallic leather in addition to suede and lining kid leathers.

S. W. Simon is president of the new firm and Karl Mayer is secretary-treasurer.

W. W. STEPHENSON, SHOE INDUSTRY LEADER, DIES IN NEW YORK

One of the leading figures in the shoe industry over the past decade, William W. Stephenson, executive



vice president of the National Shoe Manufacturers Association, died late Thursday, Jan. 1, at St. Vincent's Hospital in New York City. Stephenson had entered the hospital five weeks earlier for treatment of a blood infection. He was 52 years old.

EDISON BROS. SALES OVER \$80 MILLION

Firm Sees Good Business In First Half

Sales of Edison Bros. Shoe Stores, Inc., St. Louis retail shoe chain, exceeded \$80 million during 1952, Harry Edison, president of the firm, reports.

Edison said that "net results appear to be on the favorable side in spite of a somewhat higher tax burden."

Last year, the company reported sales of \$77,980,106 with net profit at \$2,259,833, equal to \$2.36 a share.

Edison foresaw continued good business for the first half of the coming year with "no overhanging clouds on the business horizon for the year 1953." Shoe production, he added, "Can now well exceed consumer demands" with military requirements considerably reduced.

"The present outlook is for a plentiful supply of hides and leathers," Edison said, "and any price advances regardless of their origin will only retard production and focus the possibility of re-establishing price control."

Prior to becoming head of the Shoe Manufacturers Association in 1944, Stephenson was chief of the Footwear Rationing Branch of the OPA in Washington. Before that, he had been sales and district manager of U. S. Rubber Co.'s Footwear Division. His close association with all phases of the shoe industry made him exceptionally well-versed in both the construction and marketing of footwear.

"Steve" also served as president of the National Shoe Foundation for Disabled Feet and secretary of the National Shoe Institute. He was also a member of the National Shoe Fair Committee, the NSMA Technical Committee, the American Trade Association Executives, Sales Executive Club and The 210 Associates.

Surviving are his wife, Catherine; a son, William W., Jr.; a daughter, Anne C.; a sister, Mrs. David Kelum; a half brother, George Stephenson; and a half sister, Annie Beatty. Interment was at Manorkill, N. Y.

BEEF AND LEATHER TWIN U. S. BAROMETERS

Glass Praises Services Of Cattle Industry

The national appetites for beef and leather are the twin barometers for the American standard of living. Irving R. Glass, executive vice president of the Tanners' Council of America, asserted this week.

In a keynote speech before the annual meeting of the American National Cattlemen's Association held in Kansas City, Mo., Glass pointed out that only the efficiency of American agriculture prevented shortages threatened by the increase of consumers' income and the desire of the American housewife for roast beef and genuine leather articles.

Heroic Services

"This supply situation might easily have gotten out of hand," Glass said, pointing out that steep price increases of children's shoes and other basic items might have followed, if the cattle industry were not performing "heroic" services in the "great national effort of producing for the kind of life we take for granted."

Increased herds and an ever-growing stream of cattle moving to market during 1952 made it possible for almost 158 million consumers to wear all-leather shoes at prices well within the range of all, as well as to be supplied with a great variety of leather products, Glass declared. Hides were the most important by-product of the cattle industry, he added, as indicated by the fact that, in the past year, "the raw materials originating on the country's ranches and farms resulted in \$4 billion of consumer products."

While disclosing that the tanning industry had found unfortunate confirmation of that old adage, "Imitation is the sincerest form of flattery," Glass reported that the country's tanners had embarked on a campaign to combat misrepresentation to the American consumer.

He compared the direct or implied deception of various imitations of leather to reaction of the American housewife if she were offered an imitation roast beef compounded of sawdust and garnished with coal tar derivatives. "No one could get away with calling a fake roast beef the real thing," Glass said, "and the housewife would quickly reject any implication that it had the taste, flavor or nutritional value of beef."

HEAD JOINT PROMOTION GROUP



Weir Stewart, left, president of Marshall, Meadows & Stewart, Auburn, N. Y., shoe manufacturer, and George Hess, right, of Hess Bros., shoe retailers, who have been named president and vice president, respectively, of the joint promotional committee of the National Shoe Institute. The Institute is sponsored by the National Shoe Manufacturers Association and the National Shoe Retailers Association. Major project of the new committee will be promotion of the "New In Shoes" program.

COMPO OPENS SALES, SERVICE FOR ADHESIVES

Compo Shoe Machinery Corp. of Boston has established a new Adhesive Sales and Service Division, according to Charles W. O'Connor, president of the firm.

Personnel in the new division, selected for their Compo shoemaking experience and knowledge of cement-processing techniques, attended a special training course at Compo's Boston plant and its chemical plant in

Mansfield, Mass.

Conducting the extensive adhesive and chemical products course were Lee L. Blyler, technical director; George T. Swing, manager of adhesive sales and service; Stanley O. Ames, chief chemist; Austin S. Grindle, chemical plant manager; Merle W. Lewis, assistant chemical plant manager; and Frank Young, head control chemist.



Members of the new Adhesive Sales and Service Division established by Compo Shoe Machinery Corp. of Boston are pictured above. Front row, left to right: Stanley O. Ames, chief chemist; Lee L. Blyler, technical director; James F. Long, manager of district offices; and George T. Swing, manager Adhesive Sales and Service. Rear row, left to right: Gladstone Riley, Cincinnati district; George P. Connolly, Internal Adhesive Sales; Wilson Parker, Haverhill and Maine districts; Albert A. Gelfenbaum, western division sales; Thomas E. Shea, western division; and James E. Smith, New York district.

SHOE STRIKE AVERTED IN MASSACHUSETTS

Workers Accept 5% Boost, Other Benefits

The threatened strike by 12,000 CIO shoe workers employed in 60 Massachusetts factories was averted just before the midnight, Dec. 31, deadline last week when representatives of management and union finally got together on a compromise pact.

Terms of the new 1953 contract call for a five percent wage increase

over gross earnings, equal to about seven and one-half cents per hour, and a second week's paid vacation for workers with over five years of service.

Following the pattern of recent years, both management and union went down perilously close to the final wire before settling their contract differences. United Shoe Workers of America, with locals in Boston, Lynn, Haverhill, Salem and Chelsea, had threatened to call a strike if its contract demands were not met before midnight of Dec. 31.

The second week paid vacation

will be based upon a 40 hour week at the average hourly wage for the first three months of 1953.

The union originally sought a 15 percent wage boost and later pared this down to seven and one-half percent. Plant officials countered with an offer of four percent, equal to the boost agreed upon at International and Brown Shoe Co.'s and the St. Louis area.

Workers at four plants in Lynn and Haverhill went on strike Friday, Jan. 2, after plant officials refused to go along with the general proposal. These plants included Linden Shoe Co. and Yoss Shoe Co. in Lynn and Sandler Rustic Shoe Corp. and Haymaker Shoe Co. in Haverhill. Late this week, however, all workers, except those at Linden Shoe, had returned to their jobs after the companies fell into line with the general offer.

The shoe learner rate is now set at 94½ cents, a five percent increase over the previous 90 cents rate. Average wage for CIO shoe workers in the area is now \$1.50 per hour, according to union officials.

A. R. Hyde Buys Athletic Shoe Division

Purchase of the athletic shoe division of Athletic Shoe Co., Chicago, Ill., and LaPorte, Ind. manufacturer, has been announced by A. R. Hyde & Sons Co. of Cambridge, Mass.

Willy Nordwind, president of Athletic Shoe, reported that the company's "Athco" and "SpotBilt" operations, including patents, dies, patterns, lasts accounts and machinery has been sold to the Cambridge firm. Athletic Shoe will retain its shearing and fleece-lined slipper operations which it plans to expand.

Foam-Fabric Shoe Lining On Market

Andrews-Alderfer Co., of Akron, Ohio, is offering a new shoe lining material which the company claims brings new lining concepts and qualities to the shoe industry while simplifying fabricating operations.

The new lining, "Andal 32," consists of a cotton lining coated with 1/32 inch of dense foamed latex. The foam eliminates the need for plumpers and doublers while increasing wear resistance of the fabric and providing greater wearer comfort.

All standard lining materials can be coated with latex foam by the "Andal" process. Foam thickness and density are rigidly controlled to customers' specifications.

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)

	Total Cattle Hides	Sole	Upper	Belting, Mechani- cal	Harness Sad- dlery	Bag Case, Strap	Uphol- stery	All Others*
1939	22095	7833	12124	331	477	387	510	233
1940	21070	7032	11582	675	524	382	601	272
1941	28121	9080	15600	1064	650	581	699	448
1942	30828	10432	15598	1213	637	936	386	1625
1943	25656	8290	13073	1292	632	800	231	1338
1944	26152	8420	13002	1439	613	629	232	1818
1945	27566	8525	14567	1324	556	572	272	1750
1946	26905	8510	14057	1158	510	827	378	1465
1947	28824	8924	15529	1134	440	813	529	1455
1948	26070	8016	14213	1004	270	760	594	1213
1949	23332	6384	13753	759	227	674	461	1074
1950	24391	6127	13377	789	218	813	689	1312
1951	22703	3414	14054	984	284	673	632	728
1952, Jan. ..	1880	436	1222	50	20	40	52	60
Feb. ..	1862	434	1198	54	19	47	52	58
Mar. ..	1753	385	1135	45	19	48	60	61
April ..	1782	411	1126	46	23	53	61	62
May ..	1880	429	1192	50	22	57	62	68
June ..	1827	410	1061	54	17	56	52	71
July ..	1610	358	1021	49	16	58	50	58
Aug. ..	1910	452	1219	48	16	62	42	71
Sept. ..	1879	434	1171	59	21	65	48	81
Oct. ..	2224	518	1424	54	22	75	55	76

*Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Calf, Kip	Goat, Kid	Total Sheep, Lamb	Sheep Leather		All Others
				Glove, Gar- ment	Shoe	
1939	14027	40419	38914	18420	11604	2563
1940	11387	37697	37920	17725	9966	3322
1941	13098	45373	51915	22542	14166	5779
1942	12264	41127	53629	19459	14983	9596
1943	11112	37351	59315	20415	15474	11210
1944	10930	34653	53976	20370	15040	6690
1945	11636	24026	52450	17294	17153	6508
1946	10836	24123	47999	15781	13349	9923
1947	12471	37188	56535	11265	12498	5409
1948	10480	37970	33492	10419	11392	4993
1949	10173	34774	28644	8411	9998	4498
1950	10661	37159	31501	9750	10708	5322
1951	7955	31111	24504	7108	8548	3074
1952, Jan.	717	2614	2047	623	781	207
Feb.	805	2513	2279	776	826	222
Mar.	732	2430	2081	719	708	225
April ..	792	2440	2102	703	771	223
May	703	2327	2291	880	727	316
June	769	2417	2315	865	729	326
July	685	2606	1911	699	537	308
Aug.	914	2293	2718	1016	839	418
Sept.	967	2338	2555	971	772	346
Oct.	1050	2909	2953	1169	900	386

CIO TANNERY WORKERS WIN 14c PACKAGE HIKE

Close to 500 workers in 10 glove leather tanneries located in Fulton County, New York, have been given a package increase totaling 14 cents per hour in a new contract signed between the Fulton County Tanners Association and United Tannery Workers, CIO.

The new 1953 contract calls for a nine cents hourly wage increase and fringe benefits totaling five cents, according to Murray Gassman, CIO representative.

Included in CIO Local 1712's new contract is an hourly rate schedule running from \$1.34 to \$2.50, paid holidays and vacations.

Some 300 additional workers, employed in five non-Association plants, are not covered. Contracts in the five plants do not expire until later in 1953.

United Tannery Workers, which now represents the greater majority of tannery workers employed in Gloversville and Johnstown glove leather plants, succeeded Local 202, International Fur and Leather Workers Union, as worker bargaining agent in the area. The latter was ousted during 1950 after tanners refused to negotiate with its officers, claiming they were Communist-dominated.

Young Offers New Top-Lift Attaching Machine

W. J. Young Machinery Co., Inc. of Lynn, Mass., is now offering a new hydraulic top-lift attaching machine for use on wedgies.

The new machine which requires just one operation has steel pins applied on an angle which are fed automatically and driven hydraulically through the toplift and into the heel. Production of from 3,000 to 4,000 pairs a day is easily obtained, the company claims.

ATLANTIC BUYS METRO

Atlantic Chemical Co., Inc., of Centredale, R. I., has announced purchase of controlling interest in Metro Dyestuff Corp. of Quidnick, R. I. The company has also changed its name to Metro-Atlantic, Inc., and will continue to produce dyestuffs and other chemicals.

The company's Canadian subsidiary has also changed name from Roxbury Chemical Co.-Canada, Ltd. to Metro-Atlantic (Canada), Ltd.

OPEN NEW FIRM

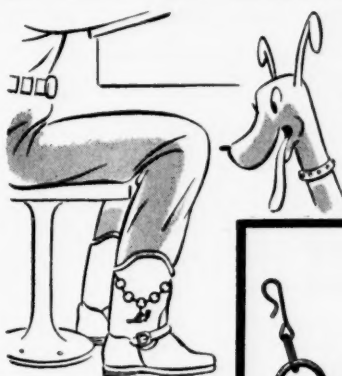
Edward N. Chase announces that his association with Forth-Chase Leather Corp. terminated on Dec. 31, 1952, and Chase Leather Co., Inc., has been organized at 85 South St. in Boston.

The new firm will represent tanners formerly represented by Forth-Chase Leather Corp. and will specialize in English industrial leathers for the belting, mechanical, textile, bag and case, upholstery and shoe trades.

Johnson Shoe To Leave Old Cohas Plant

Johnson Shoe Co., which has been operating in the old Cohas shoe factory on Willow Street, in Manchester, N. H., for several years, is moving out, it has been revealed by Maxwell E. Duckoff, shoe manufacturing executive and treasurer of the Cohas Realty Corp., which purchased the building from the International Shoe Co. six or seven years ago.

Duckoff said the four-story brick structure has about 100,000 square feet of manufacturing space.



Hot Dog!

ANCHOR BRAND
Western and Novelty-Style Shoe Trimmings!



Now! Neat, handsome and durable . . . ready for immediate application and especially designed for both adult and juvenile cowboy boots — a complete line of Anchor Brand Western and Novelty-Style Shoe Trimmings in every size and style imaginable!

You'll find that the Anchor Brand Line includes a full selection of top quality buckles made for wear and authentically styled with a Western flair . . . as well as ornaments that hook on in a jiffy and look plenty nifty . . . dees, rings, loops and fastenettes . . . plus hundreds of other useful, colorful trimmings for every purpose. Try us and see . . .

Write for complete details on ANCHOR BRAND Trimmings!

NORTH & JUDD MANUFACTURING CO.

New Britain, Connecticut

New York • Boston • Philadelphia • Atlanta • Chicago • St. Louis • Dallas • Los Angeles • San Francisco

MILITARY BIDS AND AWARDS

Schedule Change

The Armed Services Textile and Apparel Procurement Agency in New York has issued an addendum to ASTAPA Invitation TAP-30-352-53-65 — heavy duty lineman's leather gloves—changing the opening date from January 5th, 1953 to January 16th, 1953 at 2 P.M. in the afternoon. No reason for the change was given.

Women's Oxfords

January 20, 1953 — TAP-30-352-53-123—6,000 pr. shoe, women's low quarter, cafe brown; stock numbers 72-S-2372-128 through 508; 100% export pack; for delivery to the Philadelphia QM Depot by April 1953; Opening, New York, 11 A.M.; this procurement for regular Army requirements.

Shoe Machines

January 20, 1953—QM-30-280-53-565—1) 3 ea. sewing machine, 110 volt, 60 cycle AC; 2) 14 ea. shoe patching machine, foot operated; this procurement for the Medical Depot in St. Louis, Mo., must be delivered

by May 15, 1953; opening, New York, 2 P.M.

OPEN INSOLE BIDS

There were eleven bidders at the opening of ASTAPA Invitation TAP-30-352-53-91—344,160 pr. x-large felt insoles. Low bid was submitted by A. R. Hyde, Cambridge, Mass., who offered to supply all insoles requested at \$.485; \$.5014; and \$.4884, domestic materials used; and \$.38; \$.3975; and .385, a blend of domestic and foreign materials. 60 days acceptance, net.

OPEN ORTHOPEDIC BIDS

E. J. Givren Shoe Company, Rockland, Mass., was the only bidder at the opening of ASTAPA Invitation TAP-30-352-53-82, offering to supply the total quantity—6,087 ea.—orthopedic convalescent shoes at \$5.47 ea.; 60 days acceptance, 1/10 of 1% in 20 days. The entire shipment is for the St. Louis Medical Depot and is to be delivered not later than March 13, 1953.

Popular Show Fashion Group To Meet

Plans for a Popular Price Shoe Show of America fashion program will be determined at a meeting of the PPSSA Fashion Show Committee, Tuesday, Jan. 20th, at the Park Lane Hotel, New York, according to Maxwell Field and Edward Atkins, co-managers.

This committee is under the chairmanship of Normand P. Liberty of Bourque Shoe Co., Inc., Raymond, N. H., and David W. Herrmann of Miles Shoes, New York. John E. F. Foote and Frank J. Schell are honorary chairmen.

Other members of the committee are: Saul L. Katz, Hubbard Shoe Co., Rochester, N. H.; Paul Kleven, Klev-Bro Shoe Mfg. Co., Derry, N. H.; James Shapiro, Ware Shoe Co., Ware, Mass.; A. W. Berkowitz, Bourque Shoe Co., Inc., Boston, Mass.; G. Elliott Stickney, Holmes, Stickney, Inc., Portland, Maine; I. M. Kay, The Berland Shoe Stores, Inc., St. Louis, Mo.

Simon Edison, Edison Brothers Stores, Inc., St. Louis, Mo.; George L. Smith, G. R. Kinney Co., Inc., New York; C. Charles Marran, Spencer Shoe Corporation, Boston, Mass.; and Alfred L. Morse, Morse Shoe Stores, Boston, Mass.

Detailed plans for several types of fashion programs will be presented and discussed.

SOLID
STANDARD
BRANDS

LIQUID
SM
SMS

POWDERED
"PUREX"
SMS

**QUEBRACHO
EXTRACTS**

THE
RIVER PLATE
CORPORATION

CHRYSLER BLDG., 405 LEXINGTON AVE., NEW YORK 17, N.Y.

**ARKO
FAT LIQUORS
FORMULATED
FOR PERFECT
TAKE-UP AND
NOURISHMENT**

ARKO FAT LIQUOR LM:-
Especially made for horsehide, cow sides glove and garment leather. Excellent for goatskin glove and garment.

ARKO FAT LIQUOR LC:-
A superior oil for deer, pig, cape and cabretta glove leather.

ARKO FAT LIQUOR CB:-
Processed sulfonated cod oil for vegetable leathers.

ARKO FAT LIQUOR D:-
For very fine suede leathers where dryness, nourishment and stretch are required.

Arkansas Co. INC.
NEWARK, NEW JERSEY

Manufacturers of Industrial Chemicals for over 50 Years

INFORMATION,
SAMPLES AND
DEMONSTRATION
UPON REQUEST





Person to Person



• **Louis Lulow**, a veteran of 27 years' service with Stone-Tarlow Shoe Co., Inc., Brockton shoe firm, retired from active participation in the firm on Jan. 1. Lulow has been associated with the shoe industry for the past 35 years. He began his career as foreman of the stitching room at J. F. Corcoran Shoe Co. He will be retained by Stone-Tarlow in an advisory capacity.

• **C. F. Cooke**, sales representative for the George O. Jenkins Co., Bridgewater, Mass., producer of leather fibre products, for the past 17 years, has resigned, effective Dec. 31, 1952. He is succeeded in his territory by Axel M. Anderson, who was associated with Brockton Heel Co. for 20 years before joining Jenkins 15 years ago. Anderson plans to be at the Jenkins mill in Bridgewater every Monday and Friday.

• **Henry W. Hansen** has organized his own firm under the name of Henry

W. Hansen Co. in Danvers, Mass., where he will serve as New England sales representative for tanning materials and supplies firms. Hansen was formerly associated with American Dyewood Co. for 25 years.

• **R. P. Jones**, superintendent of the International Shoe Co. Merrimack Flexible Tannery in Manchester, N. H., for the past seven years, has taken over his new duties as manager of the company's Ste. Genevieve, Mo., plant. Jones has been associated with International for 23 years. The company has ended wetting operations in Manchester and machinery and equipment is being shipped to Ste. Genevieve.

• **James L. Barren**, president of American Extract Co., Port Allegany, Pa., is confined to Bryn Mawr Hospital, Bryn Mawr, Pa., following the amputation of his left leg. Barren had

attended the tanners' convention in Chicago in Nov., contracting a serious virus infection which led to the devel-



opment of a blood clot in the leg. All efforts to dissolve the clot were unsuccessful and amputation was necessary. Physicians report his condition as good following the surgery.

Barren, during the past year, has been the sponsor of a nation-wide co-operative effort to familiarize the public and manufacturers of leather goods and shoes with the notable features of leather tanning and use.

USE THE BEST FOR BEST RESULTS...

HAB-U-CO
'TUF-GRIP'

New line of

**SOLVENT TYPE
CEMENTS**

for MACHINE OR
BRUSH APPLICATION

SEND FOR SAMPLES

**PERMANENT BONDING QUALITY...
EXTENDED 'TACK LIFE'...**

'TUF-GRIP' bonds stronger than material and is right for Sole attaching... for Sole laying... for cushion Sole attaching... for wrapper lasting... for heel breast cementing on cellulose or lacquered covered heels... 'TUF-GRIP' is fast drying and is light in color. Saves you time and reduces rejects. Thoroughly dependable.

by
HADLEY'S
Means TOP Quality

HADLEY BROS.-UHL CO.

314 CALVARY AVE., ST. LOUIS 15, MO.

Stylescope

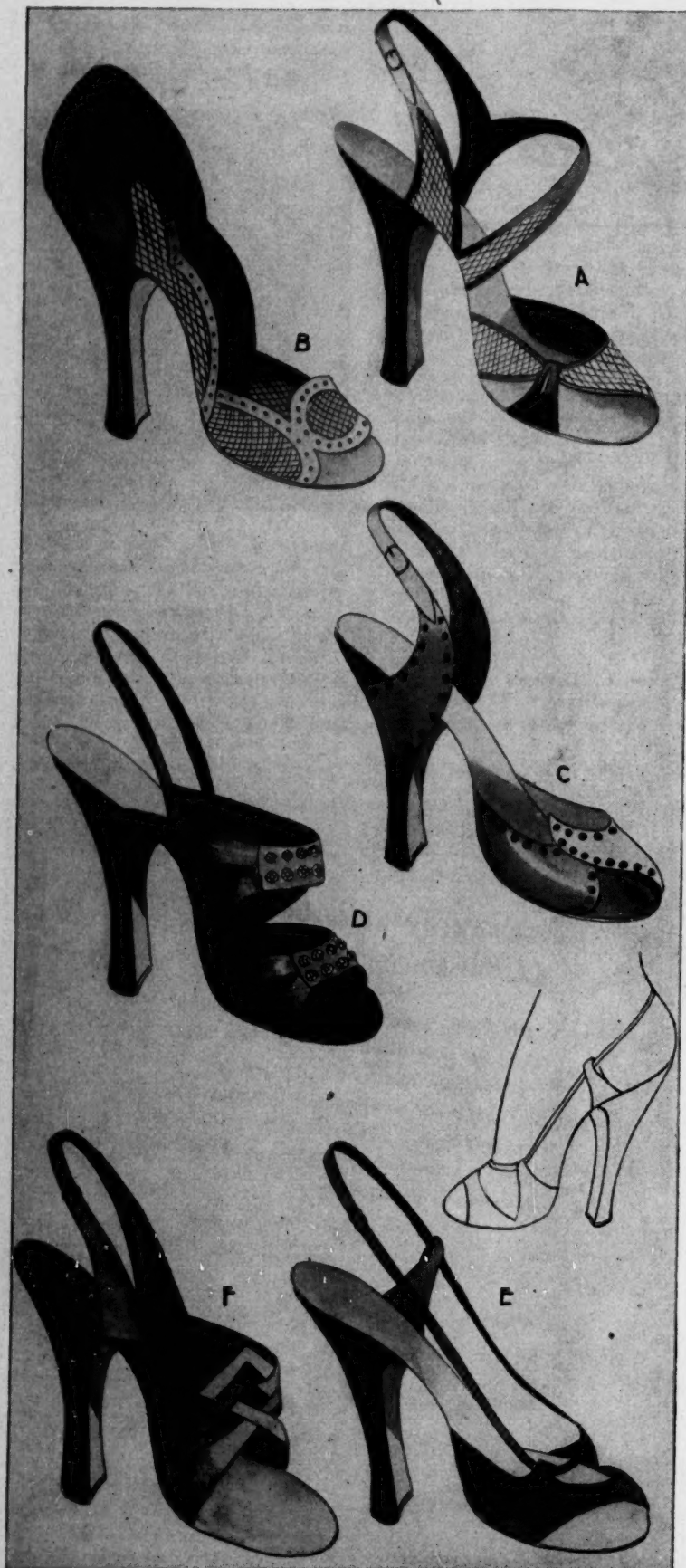
STYLED FOR SUMMER

OUTSTANDING style ideas for Summer are incorporated into these exclusive designs by Joe Dilk of Boston. Leading theme is the use of mesh in all types of patterns. Here the fabric is utilized in unusual designs featuring wide open toes and off-side lines. Studs and rhinestones are used to perk up leading silhouettes. The banded theme takes on a fresh outlook, and the silhouette shoe is given a new approach in these smart styles.

- A. Sweeping offside lines in attractive open shank mesh sandal.
- B. Wide open toe with scalloped top line, featuring mesh and perfs.
- C. Studs outline asymmetrical treatment in model with unusual quarter and heel detailing.
- D. Fresh approach to banded theme in airy design set off with rhinestones.
- E. Very open design with unusual asymmetrical detailing.
- F. Another innovation on banded theme leaving forepart completely naked. Adaptable to two-tone treatment.

DESIGNS BY JOE DILK

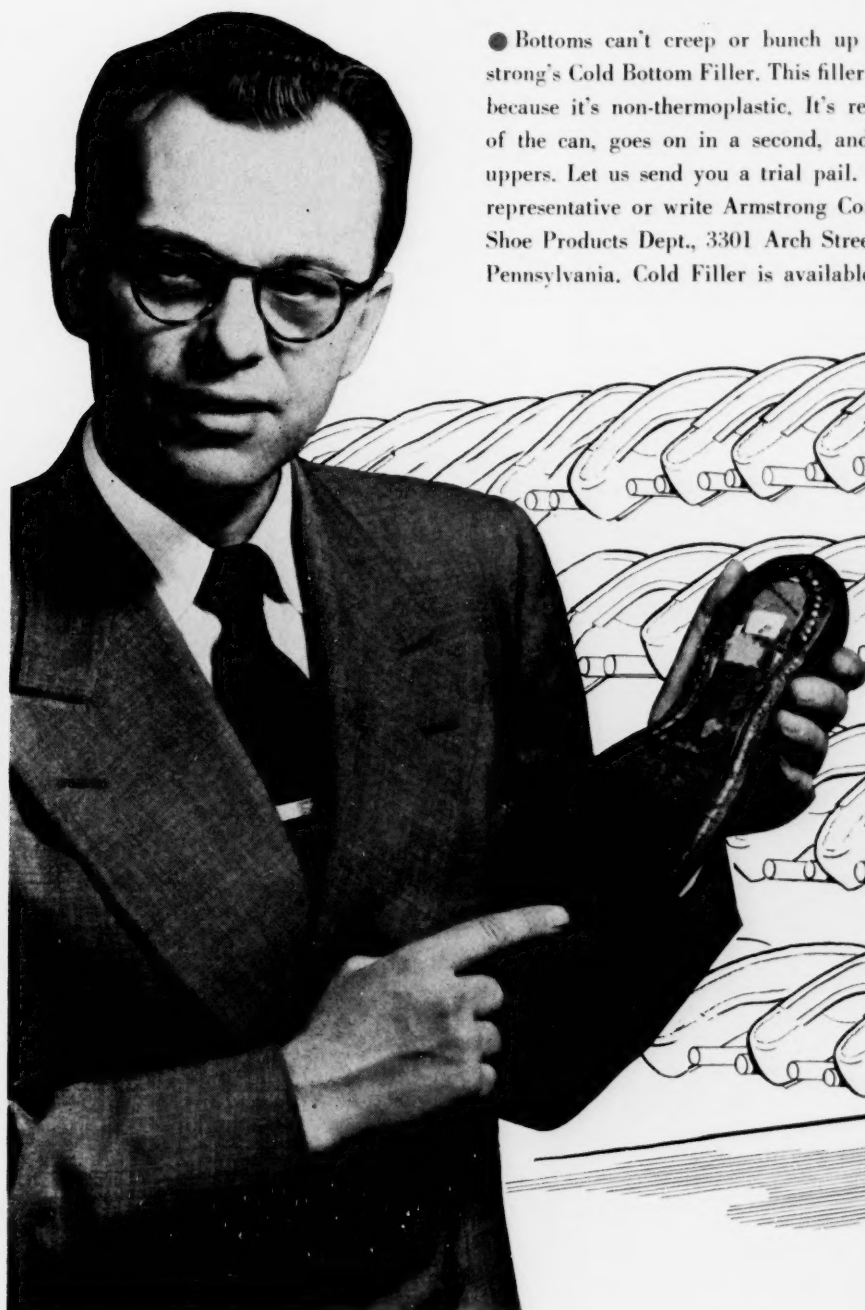
Boston



LEATHER and SHOES

January 10, 1953

Heat can't cause these bottoms to creep



● Bottoms can't creep or bunch up when you use Armstrong's Cold Bottom Filler. This filler stays flat and flexible because it's non-thermoplastic. It's ready to use right out of the can, goes on in a second, and won't stain delicate uppers. Let us send you a trial pail. Call your Armstrong representative or write Armstrong Cork Company, Shoe Products Dept., 3301 Arch Street, Lancaster, Pennsylvania. Cold Filler is available for export.



Armstrong's Cold Bottom Filler

one of Armstrong's quality shoe products

CUSHION CORK® • CORK COMPOSITION • CORK-AND-RUBBER MATERIALS



Whatever You Need....

...the NEW Goodyear Sole Laying Machine Model A is worthy of your interest!

Want More Production?

Note the wide open work area . . . no side rods to restrict the operator . . . work can be fed faster with less fatigue. Note the elimination of the last spindle . . . shoe can be positioned directly on the pad box . . . no waiting for the pad to rise. When doing women's or juvenile shoes, the stroke can be shortened by a quick adjustment for even more production.

Want Better Quality?

You get it by means of an entirely new pad construction which provides better overall contact with heaviest pressure where it's needed — over the in seam. Pressure capacity is 50% greater than attainable previously and degree of pressure can be readily adjusted by the operator to provide the proper conditions for the work being processed.

Want Inexpensive Maintenance?

Because of hydraulics, clutch, springs and gears have been eliminated, reducing parts wear to a minimum. Moving parts are few and self-bathed in oil. Fewer and better pad boxes too — normally one for all men's work, another for women's, a third, with interchangeable heel sections, handles all children's. Even the stationary toe pads are a money saver as they outwear roll type toe pads.

Want These New Features?

Hydraulic principle provides uniform pressure even with different last heights . . . cylinders simply raise pad boxes quickly to required height and selected pressure is applied. The machine is highly versatile, too — lays all types of soles and can be fitted for direct pressure leveling of infants' and children's shoes.

This new application of the hydraulic principle allows increased pressures, better control and economy of operation.

Production, Quality or Maintenance



UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

**NO
DRENCHING**



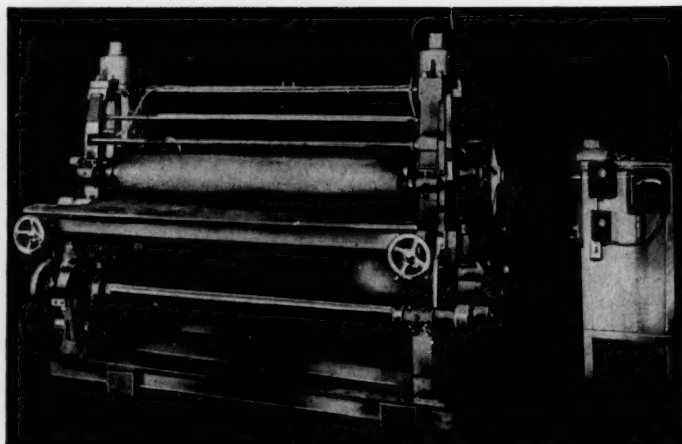
**NO
DRY
SPELLS**



Here's the wringer
that insures absolute
uniformity of moisture content
at all times . . . the
wringer you *don't* have to
open and close before and after
each operation . . . the wringer
that lets you change sleeves con-
veniently . . . *the wringer that eliminates
the mechanical clutch*
with all of the grief that

goes along with that kind of antiquated equipment.

In short, the Stehling Hydraulic Continuous Feed Wringer gives
you maximum production and labor efficiency at lowest cost.



The Stehling Hydraulic Continuous Feed Wringer

*Let us show you how it can do a better job for you
AND pay for itself!*



CHAS.H.STEHLING CO.

1303 NORTH FOURTH ST., MILWAUKEE 12, WIS.



International Fur and Leather Workers Union and its president, Ben Gold, now on the spot. Gold was one of 13 leaders of four unions who recently refused to testify before Federal Grand Jury in New York on loyalty statements filed previously with National Labor Relations Board. Now Board has requested that Gold and other union leaders reaffirm truth of these affidavits or face NLRB certification.

Boards want Gold to swear that at no time since date of original non-Communist affidavit has he been affiliated with Communist Party or been member or given support to organizations aiding the party. Unless Gold complies with NLRB request by Jan. 14, certification of International Fur and Leather Workers will be withdrawn, union will be denied NLRB processes. Without these processes, union will have extremely difficult time in negotiating contracts, disputes, etc., with tanners.

One labor leader, David Livingston, vice president of Distributing, Processing and Office Workers Union, has submitted new affidavit to the Board. Other three unions, including IFLWU, have filed proceedings in Federal District Court at Washington, D. C., asking injunction against the Board order. IFLWU has been "independent" for past two years after withdrawing from CIO while facing charges of following Communist Party line.

Despite dire warnings of recession in 1955, Government is predicting substantial rise in consumer spending on footwear. Prediction is found in latest survey made by Department of Commerce economists.

Survey of U. S. markets "after defense expansion" estimates footwear dollar sales will reach \$3.66 billion in 1955. This is fully \$300 million above the \$3.3 billion spent during 1951, a surprising increase in face of over-all business decline seen by many. Yet Government economists see high level of business activity continuing in 1955.

Average weekly earnings of leather and leather products workers declined slightly in Nov. 1952 but still held near record levels. Department of Labor lists earnings for Nov. at \$50.48, a decline of 50

cents from the \$50.98 posted in October, but still well above the \$45.85 listed in Nov. a year ago. Earnings in all industries rose to new record \$70.66 in Nov. with factories at record production levels maintaining longest average workweeks since World War II. New record in earnings set for 13.5 million production workers.

Average weekly hours worked in leather and shoe industry showed gain of approximately two hours, rising from 35.6 hours in Nov. 1951 to 38.1 in Oct. 1952 and 37.5 in Nov. 1952. Average workweek for all industry was 41.2 hours or seven-tenths of an hour longer than year earlier. Leather and leather products gain among largest of all industries.

Similarly, average hourly earnings of leather and shoe workers rose from \$1.288 in Nov. 1951 to \$1.338 in Oct. 1952 and \$1.346 in Nov. 1952. Significantly, only industries reporting over-the-year reductions in workweek were those producing military goods primarily. Ordnance, aircraft and shipbuilding industries showed loss of more than an hour during the year.

OPS threat to recontrol shoe prices dying natural death. This is a fact despite inclinations of new Director Joseph T. Freehill. Significant is resignation last week of Hugo Bauch as head of hide, leather and shoe branch and naming of Russell Boner, head of OPS' textile and apparel branch, in Bauch's place. (See L&S, Jan. 3 issue.)

Possibly OPS may have achieved its primary objective in raising spectre of recontrol. Shoe industry received scare, will be less ready to raise prices in coming year. However, L&S has pointed out over past weeks that were OPS to reinstate price ceilings on shoes, it would require larger staff. And OPS is sending its hide, leather and shoe experts back to their businesses as it pares budget. This alone is giveaway of Agency intentions for immediate future.

Interesting items: newly-issued memoirs of German Field Marshal von Rundstedt reveal that shortage of combat boots for German soldiers fighting in heavy snow was big factor in slowing down German drive at Battle of the Bulge. Among other shortages that helped beat Germany in 1944 was near-exhaustion of her leather supplies.

**Armour's
QUALITY
Leathers**
U.S.A.

BABUCK



Suede grain
simulating
buck . . .

Armour Leather Co.
CHICAGO · BOSTON · NEW YORK

MOCCASIN COWHIDE

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LEATHER SALES SEASONALLY DULL AS NEW YEAR OPENS

**Trading Generally Slow Although Tanners Busy On
Old Orders**

Expected softening of hide market contributes to slowdown. Leather buyers unwilling to commit themselves, tanners content to let market settle.

Sole Soggy

Very little doing on this market, say Boston sole leather tanners. The early Jan. slowdown rules most sales offices with shoe manufacturers well caught up on spring leather requirements, tanners sold almost as far ahead as they can deliver for spring.

Seasonal situation plus further softening of hide market adds to slowdown. Not enough sales to set new prices but tanners' old lists are meaningless. Buyers interested in bargains only. Nominally, prices hold as follows: 10 irons and up bends at 54c. and down; 9/10 irons 58c and below; medium 61-62c and below; light bends tops at 70c.

Sole leather tanners of Philadelphia say last week in the year was necessarily a very slow one. After the very short work week at Christmas business was already slow. Since tanners found it more economical to keep the tanneries closed another long week-end from Jan. 1st through the rest of the week, again little could be processed.

Sole Offal Draggy

About the same situation prevails in Boston sole leather offal market. Tanners sold up at least through mid-Feb., perfectly content to work on old orders and let market take its course. Buyers have most of the leather they need for spring, hold off further commitments until new market level develops.

Bellies, both steer and cow, hold nominally at 25c. Nothing reported above this and buyers not too much interested at this level. Single shoulders a dead item now. Double rough shoulders held near 53c. and down for lightweight wetting stock. Fore shanks last sold at 16-18c range; hind shanks at 18-20c. Heads quiet at 16-17c list.

Calf Marks Time

Nothing doing in Boston calf leather market. Calf tanners still well sold ahead, well satisfied to fill orders on book and wait for next season to begin. Meantime, most calf tanners have enjoyed best season in years and calf leathers will have terrific play in spring shoes.

Anyone interested can buy lightweight calf at 5c below previous lists, heavyweight calf at least 2c below. This is for delivery within four to

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	80-1.07	85-1.10	75-93	85-1.10
CALF (Women's)	75-98	80-1.03	60-89	80-1.03
CALF SUEDE	80-1.05	85-1.10	80-1.00	85-1.10
KID (Black Glazed)	75-90	75-90	70-1.05	75-90
KID SUEDE	80-96	80-96	70-95	80-96
PATENT (Extreme)	56-60	56-60	55-80	56-60
SHEEP (Russet Linings)	18-32	18-30	16-30	18-32
KIPS (Combination)	55-58	55-58	54-58	56-60
EXTREMES (Combination)	52-54	54-56	50-54	54-56
WORK ELK (Corrected)	38-44	38-44	44-46	38-46
SOLE (Light Bends)	66-70	68-72	72-75	68-72
BELLIES	23-25	25-26	25-28	26-27
SHOULDERS (Dble. Rgh.)	50-53	50-55	56-62	50-55
SPLITS (Lt. Suede)	34-38	35-39	36-38	35-39
SPLITS (Finished Linings)	24-26	24-26	15-20	24-26
SPLITS (Gussets)	17-19	18-20	21-26	18-20
WELTING (½ x ¾)	7¾	7¾	12½	8
LIGHT NATIVE COWS	17½-17¾	20	23½-25	20

All prices quoted are the range on best selection of standard tannages using quality rawstock.

six weeks, with tanners not anxious to take on new orders.

For the record, top grade women's weight smooth calf quoted at 92c and below, men's weights at \$1.05-\$1.07 and below. However, prices are now on an individualistic basis and there are not enough sales to define any selling range. This will come later.

Sheep Same

Not much change in Boston sheep leather market. Tanners still busy on booked orders, find a steady amount of new business from week to week. However, price pressure is heavy and tanners find little relief from squeeze of pickle skin prices.

Russet linings reported moving best at 22c and below. Boot linings fair at 24-26c range. Chrome linings spotty at 28-29c and below. Colored vegetable linings only fair at 26c and down.

Side Unchanged

Nothing new to report in Boston side leather market. Despite further weakening of hide market, upper leather tanners have not been active buyers due to seasonally poorer hide take-off. Also, most are well sold ahead for next month or so, content to work against old business. General feeling is that market is undergoing long due readjustment which will prove healthy for industry as a whole. When new selling season opens, tanners feel prices will again be on attractive basis.

Meantime, for the record, combination-tanned extremes still listed about 53c and down in HM weights. Also, vegetable-tanned extremes. Combination-tanned kip sides at 58c and below for HM weights; chrome-tanned at 60c and below. Work shoe elk still 42-44c.

Splits Drag

Very little doing in this market at this time. Slowdown has extended to both suede splits and the linings business. Tanners expect little doing for a few more weeks.

Heavyweight suede splits, still looked upon as a wanted item in coming months, listed at 44c and below. Lightweight suede splits around 38c and below for black. Colors generally 2c higher. Linings find best interest at 24-25c and down. Gussets quiet: listed below 20c.

Bag, Case and Strap Quiet

New business slow to develop since the turn of the year. Only a few routine bookings made calling for delivery later this month. It looks

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Case leather of 2/3 ounce quoted at 46-48c. 3/4 ounce at 48-50c and 4/5 ounce at 50-52c. Grade A quality russet strap leather continues around 56c for 4/5 ounce; 58c for 5/6 ounce; 60c for 6/7 ounce; 62c for 7/8 ounce; 64c for 8/9 ounce, 67c for 9/10 ounce and 70c for 10/11 ounce. B grade is 3c less and C grade another 6c less. Premiums over russet finish amounting to 2c for colors and 3c for glazed are still quoted for most productions.

Work Glove Unchanged

Situation has not changed much since the holidays. Some producers quite busy getting out shipments on orders previously booked but not a great deal done in the way of booking new orders. Buyers a little slow to respond over new overtures following the lull during the holiday period.

Prices have held nominally unchanged for the most part. Good tannages of work glove splits still listed up to 15c for No. 1 grade, 14c for No. 2 grade and 13c for No. 3 grade in the LM weight. A range of 16-17c quoted for No. 1 grade, 15-16c for No. 2 grade and 14-15c for No. 3 grade in M weight alone.

Garment Sluggish

New business not easy to locate in the garment leather trade. Majority of tanners working on old orders which call for delivery during the remainder of this month and early next month.

Horsehide garment leather quoted at 38c and down for good tannages and a range of 34-35c covers the average price basis. Sheepskin garment leather in suede finish listed up to 32c and down for better tannages and grain finish at 30c and down for good tannage. Average prices for the two types around 26-27c on a volume basis.

Kid Quiet

Kid leather tanners of Philadelphia report that plants shut down Dec. 31st and remained shut until Jan. 5th. This resulted in another very short work week as far as actual production was concerned. However, the offices remained open during the entire week with the exception of Jan.

1st, and firms were in a position to do business.

Tanners described business as fairly slow but considering the time of the year, they were not too dissatisfied. Some orders did come in for black and navy blue suede. Some interest shown in gray suede which may develop into a good seller.

Nothing new has materialized in white. Glazed sold mostly in black and navy blue but actual orders small. Colored glazed described by most tanners as the big disappointment of the past season and little is now expected of this type of leather.

No price changes quoted. Tanners encountering great resistance among their customers but for the most part they are managing to get their prices. Rawskins are not as firm as they have been. The drop in calf may have an effect on goatskin prices and for the first time in many months tanners feel there is some chance of lowering the prices they have to pay.

Belting Slack

Belting leather tanners of Philadelphia report business slow in both rough and curried belting. Most blamed this on the short work week and said that with tanneries going only three days of the week—for the second week in a row—little could be done.

Although it is too early in the month for things to get started, many tanners have feeling that the dull period was a very temporary one and that Jan. will bring good business.

Glove Leathers Firm

1953 opening prices generally firm for the principal types of leather used in this market are as follows:

Capes and Cabrettas: Ladies' weights—75c, 70c, 65c, 57c, 47c, 37c, 30c, 22c. Men's weights—67c, 60c, 50c, 37c, 30c, 20c.

Pigskins: Greys—1.00, 80c, 60c, 50c, 35c, 22c. Blacks—85c, 70c, 55c, 45c, 35c, 22c. Brush Blacks plus 3c.

Deerskins: 65c, 55c, 45c, 35c, 25c.

Grey Suedes: Domestic—36c, 28c.

Imported—60c, 50c, 40c.

Domestic Grains: Smooth—30c, 27c. Pigtex—26c, 24c, 20c.

Iranians: 26c, 21c, 18c.

English Doeskins: 45c, 36c, 30c.

Tanning Materials Lag

Inquiry for Tanning Materials seasonally slow. Quotations maintained at steady basis. Extracts unchanged.

Raw Tanning Materials

Divi Divi, Dom., 45% basis shp't, bag	\$70.00-\$72.00
Wattle bark, ton "Fair Average"	\$104.00
..... "Merchantable"	\$100.00
Sumac, 28% leaf	\$120.00
Ground	\$120.00
Myrobalans, J. 1's	\$46.00
Genuines	\$51.00
Crushed, 40%	\$65.00
Valonia Cups, 30-32% guaranteed	\$65.00
Valonia Beards, 42% guaranteed	\$85.00
Mangrove Bark, 30% So. Am.	\$80.00
Mangrove Bark, 38% E. African	\$79.00-\$81.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08 1/2
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0425
bbls. c.l.	.06 1/2
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6 3/4, tks.	.06 1/2
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l. plus duty	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l. (plus duty) East African	.11
Wattle extract, solid, c.l. (plus duty) South African	.11 1/2
Powdered super spruce, bags, c.l. .05 1/2; l.c.l.	.05 1/2
Spruce extract, tks., f.o.b. wks.	.01 1/2
Myrobalan extract, solid, 55% tannin (plus duty)	.07 1/2
Myrobalan extract, powdered, 60% tannin (plus duty)	.10
Valonia extract, powdered, 63% tannin (plus duty)	.09 1/2
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16 1/2
Wattle Extract, Powdered, Swedish, 73% tannin	.15 1/2
Powdered Spruce, spray dried, Swedish	.3 1/2
Myrobalan, Swedish, Powdered 68-70%	.11 1/2
Oakwood, Swedish, solid, 60-62%	.11 1/2
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11 1/2
Larchbark, powdered, Swedish spray-dried, 58-60%	.12 1/2

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.95-\$1.00
Cod, sulphonated, pure 25% moisture	.13 1/2
Cod, sulphonated, 25% added mineral	.12
Castor oil, No. 1 C.P. drs. l.c.l.	.28 1/2
Sulphonated castor oil, 75%	.26
Linseed oil, tks., f.o.b. Minn.	.147
drums	.184-.188
Neatsfoot, 20" C.T.	.32
Neatsfoot, 30" C.T.	.30
Neatsfoot, prime drums, c.l.	.16
l.c.l.	.18
Neatsfoot, sulphonated, 75%	.16 1/2-.17 1/2
Olive, denatured, drs. gal.	2.00
Waterless Moellon	.15
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.12
Common degrass	.11-12
Neutral degrass	.30-.31
Sulphonated Tallow, 75%	.12-.13
Sulphonated Tallow, 50%	.08-.09
Sponging compound	.13-.14
Split Oil	.11-12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., Tks., f.o.b.	.16
Petroleum Oils, 100 seconds Visc., tks., f.o.b.	.14

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HIDE MARKETS SHOW SEASONAL DECLINE AS SUPPLIES INCREASE

Most Selections Reported Easing With Tanners Not Too Active

Packer Hides Down Again

Prices of big packer hides seem to be following a normal seasonal pattern. Usually during the first quarter of the year, values drift lower under the impact of heavy cattle receipts and larger slaughtering operations, resulting in increased supplies of hides of poorest quality.

Such supplies usually loom large on the market in the face of a restricted demand due to the fact that many tanners, particularly specialty leather producers, cannot use this rawstock and are out of the market.

Sole leather tanners are the principal outlet for the heavy winter hides with occasional purchases by export outlets. Upper leather tanners, of course, usually confine purchases to available supplies of lighter hides.

Heavy native steers have had two separate declines of a half cent each. Early trading after the holiday at 15½¢ followed by later business this week at 15¢. After these declines, buyers reduced ideas on heavy native cows and packers finally sold at half cent lower prices or 15¢ for Chicago

and river points and 15½¢ for St. Paul, which is a premium point due to low grub content.

Light native cows did not escape the downturn, coming under the axe early this week when two big packers sold 12,000 at ¼¢ to ½¢ lower prices or 17½¢ for northern and 17¾¢ for lighter average river points. Other lightweight selections down by about a half cent in most instances from previously prevailing levels in scattered trading. Despite the holiday and a spotty demand, big four packers able to sell slightly over 90,000 hides in the preceding week and early this week sold about 60,000 more.

Independents Mixed

Large outside independent packers have set the pace in trading by establishing prices on several big packer hide selections, particularly branded steers. On other selections, they have gone along by selling at prices realized by big four packers.

New York packers active, selling several cars at 15½¢ for native steers, butt branded at 13¢ and Colorados at 12¢. Purchase of these hides, of


HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 7	Close Dec. 31	High For Week	Low For Week	Net Change
January	21.40T	19.65T	21.50	19.10	+75
April	15.83T	16.15T	16.23	15.83	-32
July	15.30B	15.65T	15.64	15.32	-35
October	15.05B	15.35B	15.36	15.00	-30
January	14.75B	15.06B	.....	.....	-31
April	14.45B	14.80B	.....	.....	-35
Total Sales: 230 lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	15	16	16½	18½	28
Light native steers	19	19½	19½	26½	31½
Ex. light native steers	21 -21½	21½	21½	28½	34
Heavy native cows	15 -15½	15½-16	16 -16½	20½-21½	29
Light native cows	17½-17¾	17½-18	18½-19	23½-26½	31 -32
Heavy Texas steers	12½-13	14	14½	17½	25
Butt branded steers	12½-13	14	14½	17½	25
Light Texas steers	16	16½	16½	24½	29½
Ex. light Texas steers	18	18½	18½	26½	32
Colorado steers	11½ 12	-12½	13	16 -16½	24½
Branded cows	14 -14½	15	15 -15½	20½	28½-29
Native Bulls	10½ 10	-11	11	15½	20
Branded Bulls	9½ 9	-10	10	14½	19
Packer calfskins	42½-50	45 -50	50 -55	39 -40½	65
Packer kipskins	32 -40	32 -40	32 -39	31 -37	50



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course, gives eastern buyers as well as export outlets a distinct saving in freight charges. Midwestern packers have sold freely at a half cent less for all three selections.

Small Packers Down

Downward trend in values continued apparent in the market for small packer hides. Some buying of very choice plump 48-50 lb. avg. productions at 15½ selected fob. shipping points and some fairly plump small packers of similar average weight sold at 15c selected fob.

A few purchases of small packer bulls reported at 9c selected fob. for 80-85 lb. avg. lots. Previous business at 9½c.

Country Hides Limited

Trading in country hides very limited and, in view of the declines in other markets, prices have had a soft undertone. Some renderer hides of fairly light average, 45-46 lbs., sold at 11c flat trimmed fob. shipping point. Previous trading involved some mixed lots at 11½c and locker-butcherers at 12c for average weights of around 50 lbs. Country bulls remained at 7½c and glue hides at 9½c fob., last paid for carload lots.

Calf and Kip Move

Just prior to the New Year holiday, trading in big packer calfskins confirmed, about 26,000 northern bringing 47½c for heavy and 45c for lights. Subsequently 5,000 St. Louis calf sold at 47½c for heavy and 42½c for light.

Kip seems to be holding unchanged following last volume business at 40c for northern and 37c for southwestern while overweights brought 35c and 32c respectively. An additional sale of 1,500 northern overweights reported at 35c. Packer regular slunks remained nominally unchanged at \$2.25 and hairless at 80c.

Not much activity in small packer skins, sellers still holding allweight calf around 40c. Buyers and sellers also apart on small packer kip which has been slow selling and nominally ranged 25-30c awaiting sales. Country skins in carload lots nominal at 21-22c for calf and 18½-19½c for kip.

Horsehides Uncertain

While a very choice lot of 70 lb. avg. heavy northern slaughterer whole hides brought \$8.50 untrimmed, fob. shipping point, buyers have purchased some small lots of ordinary descriptions from less desirable points of origin, in some in-

stances at \$7.75-\$8.00 fob. No late sales reported of trimmed hides and these are nominally figured about 50c under the above prices until sales are made to established accurate trading levels.

Cut stock moving in spotty fashion. Fronts are quoted at \$5.85-\$6.00 for regular lots of northern and butts of similar description running 22" and up have ranged \$2.60-\$2.75.

Sheepskins Slow

Business in this market comparatively slow. Big packers hold at unchanged prices on shearlings such as \$2.25-\$2.35 for No. 1's, \$1.50-\$1.60 for No. 2's, and \$1.00-\$1.10 for 3's while clips pegged at \$2.75-\$2.85. Production rather light and demand not very keen with the result that the market has only been about steady.

Wool yield, of course, will increase and some think this factor might merit a small premium. Full wool dry pelts are held at 31-32c fob. Pickled skins last sold at \$14.50 per dozen flat for both sheep and lambs.

Goatskins Draggy

Nothing much of interest in this market as New Year opens. Tanners not too interested in buying at present time as prices remain too high for

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their liking. Many offerings reported but little business.

Group 4 Amritsars from India and Pakistan still held at \$8.50 to \$9.50 per dozen, c&f. for 1200 lb. skins. Last sales in 1.70/1.80 lb. Coconadas at \$9.50 but tanners offer less now. Top grades of Southern Indias held at \$10.50 for 1.70/1.80 lb. skins. Little doing here.

Genuine Battis last quoted at \$13.00-\$13.50 but tanners offer \$12.50 tops. Batti types also held at \$11.00 and tanners offer 50c and more below this. A stalemate at the moment. Some special Berberahs sold at \$9.25 for 105 lbs. Hodeidahs last heard at \$6.75 for 130 lbs., \$6.00 for 120 lbs.

Red Kanos goatskins last sold at \$1.00 per lb. c&f. ex dock. Those for shipment held at 96c.

Dry Sheepskins Firm

Good demand for specials with some trading at \$15.75 per dozen fob. Addis-ababa slaughterers, 180/185 lbs., 40/40/20 selection, held at \$13.50 per dozen c&f. as against buyers' ideas around \$11.50-12.00 per dozen. Some small lots of whitehead Mochas sold to the shoe trade at \$7.50 per dozen for 180-lbs., 50/50 selection. Trading in blackheads negligible.

Pickled Skins Active

New Zealand market seems active with U. S. buyers taking lambs at from 83-87 shillings depending upon brands. Europe said to have bought Southdown sheep at 126 shillings.

Iranian pickled sheepskins have firmed up with sellers now asking \$13 for business. Catalanian lambs are held at \$23 per dozen, being slightly higher than what buyers are willing to pay.

No change in the domestic market with sheep and lambs selling at \$14.50 although choice lots of sheep alone have commanded premiums.

Reptiles Slow

Malayan ring lizards, all number twos, 25 centimeters and up, averaging 30 centimeters, held at \$1.55. Madras bark tanned cobras, 4 inches up, averaging 4¾ inches, 70/30 selection, held at 50c while whips, 4 inches up, averaging 4½ inches, 70/30 selection, held at 73c and 60/40 selection at 70c.

Alum tanned water snakes offered but at prices above what buyers are willing to pay. Good demand for Brazil back cut tejus with offers small and firmly held. A lot of 20/60/15/5, 90/10 selection, held at 75c fob. while giboias held at 52c fob.

Deerskins Drag

Very little interest in Brazil "jacks" with most buyers even unwilling to make bids. Shippers at origin, however, firm and asking 73c fob. for Maranhao. Bids of 82c cif. refused for New Zealand deerskins with not many offered and nominally quoted 85-87c cif. Siam market firm as Japan said to be operating and paying prices above the views expressed by buyers here.

Domestic deerskins freely offered but buyers not quite as aggressive as they had been. Further sales Penn. skins at \$2.00 while Canadians are held at \$2.75, Canadian funds.

Pigskins Hold

Although more interest noted, buyers unwilling to meet asking prices. Shippers quite firm in their ideas, naming \$2.00 fob. for Peruvian grey peccaries and blacks at 30c less. Bolivian grey peccaries held at \$1.70 c&f. and blacks at 25c less. Ecuador held at \$1.50 c&f. No offers of Manaos and Europe purchasing these skins at prices above buyers' views here.

Ceara and Maranhao peccaries held at \$1.50 fob. Wet salted capivaras selling at \$2.45 fob. and up to \$2.50 fob. now asked. Dry Chacos held at \$3.05 fob.

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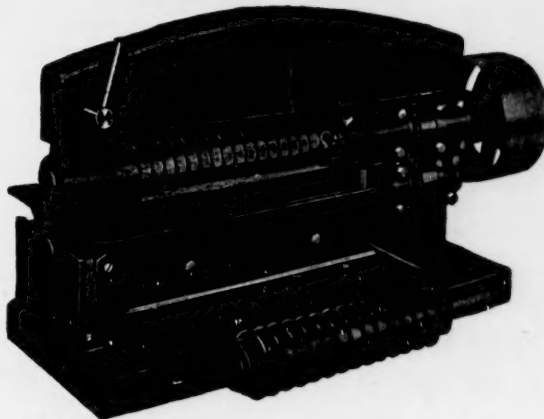


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NEWS QUICKS

About people and happenings coast to coast

New York

- Assignee's sale of **Thomas Cort, Ltd.**, New York manufacturer and retailer of shoes, realized approximately \$21,000, it is reported.
- Creditors of **La France Shoes**, New York, have called for an independent audit of the company's finances, it is reported. The company

has reported assets of approximately \$90,000 and liabilities amounting to \$80,000. No settlement offer has been made as yet and creditors will meet again after the audit is completed.

- Assignee of **Central Shoe Corp.**, New York footwear wholesaler, has been granted permission to file \$10,000 bond and sell at auction stock and fixtures of the company which has made an assignment for the benefit of creditors. Liabilities are estimated at \$35,000 and assets at \$11,000.

- General creditors of **Starlet Footwear Co.**, former New York women's shoe manufacturing firm, will receive nothing on their claims, it is reported. Claims totaled \$33,621.

- **Morris Delman**, vice president and secretary of Delman, Inc., New York manufacturer and retailer of women's fine footwear, is reported to have sold his interest in the firm and withdrawn entirely from its operations.

- Stock of **Snell-Jones Tack Corp.**, Brockton, Mass., manufacturer of shoe tacks and nails, has been sold to a group headed by Harold M. Weinberg and Michael Markman, owners of **American Tack Co.** in New York City. The present management will be retained and new facilities added.

- Creditors of **Jaycee Footwear, Inc.**, Hempstead, L. I., women's shoe manufacturer, have appointed committee to investigate the firm's situation and offer settlement proposals. Assets are estimated at \$30,000 with liabilities at \$150,000 plus \$50,000 in taxes and \$40,000 in secured liabilities.

- Involuntary petition in bankruptcy has been filed against **Wayne's of New York, Inc.**, it is reported. The company executed an assignment for the benefit of creditors on Dec. 26. Claimants are A. C. Lawrence Leather Co., Amdur Leather Co., Inc., and Metro Leather Co., Inc.

- Approximately 40 percent of the amount of claims against **Norma Footwear Corp.**, Brooklyn shoe manufacturer, in Chapter XI bankruptcy proceedings, have assigned their claims for 25 percent cash to a

third party, it is reported by debtor's attorney. Creditors who have not accepted the cash offer remain under the Chapter XI plan which offers 35 percent, payable 12½ percent in cash and the balance in deferred payments. Hearing was held on Jan. 5.

New Jersey

- **Juliet Footwear Co.**, Patterson footwear manufacturer, has moved factory and offices to new quarters at 196 Gould Ave. The firm was formerly located at 121 River Drive.

Pennsylvania

- **Penn Footwear Co.** has been organized to manufacture footwear in Naticoke. William Davidowitz is principal. He is the son of H. Davidowitz of Columbia Novelty Slipper Co.
- **Carlton Shoe Co.** has applied for charter of incorporation. The firm manufactures shoes in Philadelphia.

Ohio

- A. J. Giese, president of **Vulcan Corp.**, Cincinnati, has announced appointment of L. F. McCarthy & Co. of the same city to handle advertising for the firm's Diamond (wood heel and shoe last division and bowling pin division). Both trade publications and direct mail will be used.

- **Ohio Leather Co.** of Girard, calf leather tanner, reports net income for the year ended Oct. 31 of \$466,944, equivalent to \$1.61 per common share. Net income for the same period of 1951 amounted to \$329,771, equal to \$1.14 per share.

- Directors of **U. S. Shoe Corp.**, Cincinnati maker of Red Cross shoes, voted a year-end dividend of 50 cents per share on common stock. The regular quarterly distribution of 25 cents per share on common was voted, payable Feb. 16 to stockholders of record Feb. 6.

- **So-Lo Marx Rubber Co.** of Loveland has announced appointment of Newton Products Co. of Newton, Mass., as sales agent in the New England area for the company's lightweight latex rubber footwear products. The company has also announced an initial advertising budget of \$50,000 for retail newspaper advertising in New England.

Massachusetts

- **J. M. Connell Shoe Co., Inc.**, South Braintree footwear manufacturer, has submitted settlement offer of 20 percent to general creditors, it

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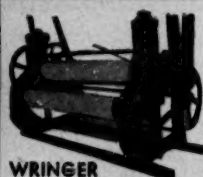
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is reported. Offer has been accepted by majority of creditors. Assets are estimated at over \$30,000 with liabilities at \$18,000 due on Federal income tax, \$3,200 state and local taxes, and unsecured liabilities of \$69,000.

- **Tangney Bros. Leather Co.** has been organized to deal in sole leathers at 67 Perkins Ave. in Brockton. Principals and partners are Patrick J. and John I. Tangney.

- **Chase Leather Co., Inc.**, has been organized to handle leather at 85 South St. Edward N. Chase is owner.

- **Brockton Cutting Die and Machine Co., Inc.**, of Avon has announced a new profit-sharing retirement plan and trust for employees. Employees with four years of continuous service in the firm became members of the plan on Jan. 1.

- **J.S.M. Leather Co.** has moved from 80 Foster St., Peabody, to 3 Tremont Place, Salem. Located at the latter address is Tremont Leather Co., Inc., new sheepskin tanner. Principals are Thomas Greene and Antonio Santos.

New Hampshire

- **Bourque Shoe Co.** is planning to build a new one-story factory in Raymond. The new structure will replace the firm's present factory located in a three-story building owned by the town of Raymond. The company has been operating in Raymond since 1932 and employs 250 workers with an annual payroll of \$1 million.

- **Parkhill Shoe Co.** has added several new machines and hired more workers at its Hillsborough plant, it is reported. The firm, which manufactures leather slippers, has its main plant in Fitchburg, Mass.

Maine

- **Eastport Shoe Co.**, which re-

cently began operations in Quoddy Village, is taking on new employees and plans to expand operations, according to manager Mack LaCritz.

- **Belgrade Shoe Co.** has started operations in its new \$100,000 plant located in Stevens Mills, Auburn. Hyman Miller, president, reports most of the firm's equipment has already been moved into the modern plant, which is the first new shoe plant to be erected in Auburn in recent years.

- The expanded **Freeport Shoe Co.** in Freeport has added some 100 employees to its roster and is reported working in full swing. The firm makes ladies' moccasins. Its new plant, costing over \$50,000, was completed last October and the company has been starting operations slowly. Myer Levine is president.

- Trial examiner of the National Labor Relations Board has recommended that officials of **Lunder Shoe Corp.**, trading as **Bruce Shoe Co.** in Biddeford, bargain collectively with United Shoe Workers of America, CIO.

Virginia

- Warehouse of **Rappahannock Shoe Co.** in Fredericksburg was destroyed last week by a fire which caused damage estimated at \$150,000. Both warehouse and goods were covered by insurance. The company has rented a new warehouse in the city.

Mississippi

- Charter of incorporation has been granted **International Counter and Shoe Supplies, Inc.**, in Prentiss. Capital stock is listed at \$75,000.

Missouri

- Stockholders of **Brown Shoe Co.**, St. Louis, will vote at a special meeting on Jan. 8 on proposal to increase authorized number of shares of \$15 par common stock from one million to three million.

- Involuntary petition in bankruptcy has been filed against **Foot Pleasure Shoe Co.** of Owensville and Rosebud, it is reported. Petition was filed for Western Supplies Co., Shoe Factory Supplies Co., and Leo H. Snyders, trading as Snyders-Smith Leather Co.

- Preferred stock of **Bourbeuse Shoe Co.**, Union, has been called in for payment of principal and interest after Dec. 26, it is reported.

- **Juvenile Shoe Corp.** has announced plans for building additional facilities at its Sarcoux plant, which will add 25 percent production. The company is in the midst of an overall expansion, according to Gale Pate, president.

Canadian Notes

- **Durand Shoe Co.**, St. Ours, Que., has made an assignment in bankruptcy, according to notice filed in Ottawa.

- **Leather prices** are expected to go up in Canada, including in particular heavy steer hides generally used for soles and some specialty leathers and to a lesser extent light steer hides.

- Appropriate for **Coronation Year, 1953**, a Canadian shoe manufacturer has designed cocktail pumps in luxurious crimson velvet lined with rich gold kid. A truly regal note is added in the coronet of velvet hooped with rhinestones which decorate the throat of the vamp.

- Canada's **defense preparations** have made such good progress that orders from this source during 1953 are not expected to be extensive for the Canadian footwear industry, though the orders for other industries will continue to be large.

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NEW LAST SYSTEM

(Continued from Page 7)

the most important factor responsible for the shift in the Army shoe tariff from wide to narrow widths as the size increases. This shift is necessary to compensate for the relatively high rate of change in ball girth in the last as compared to that in the foot.

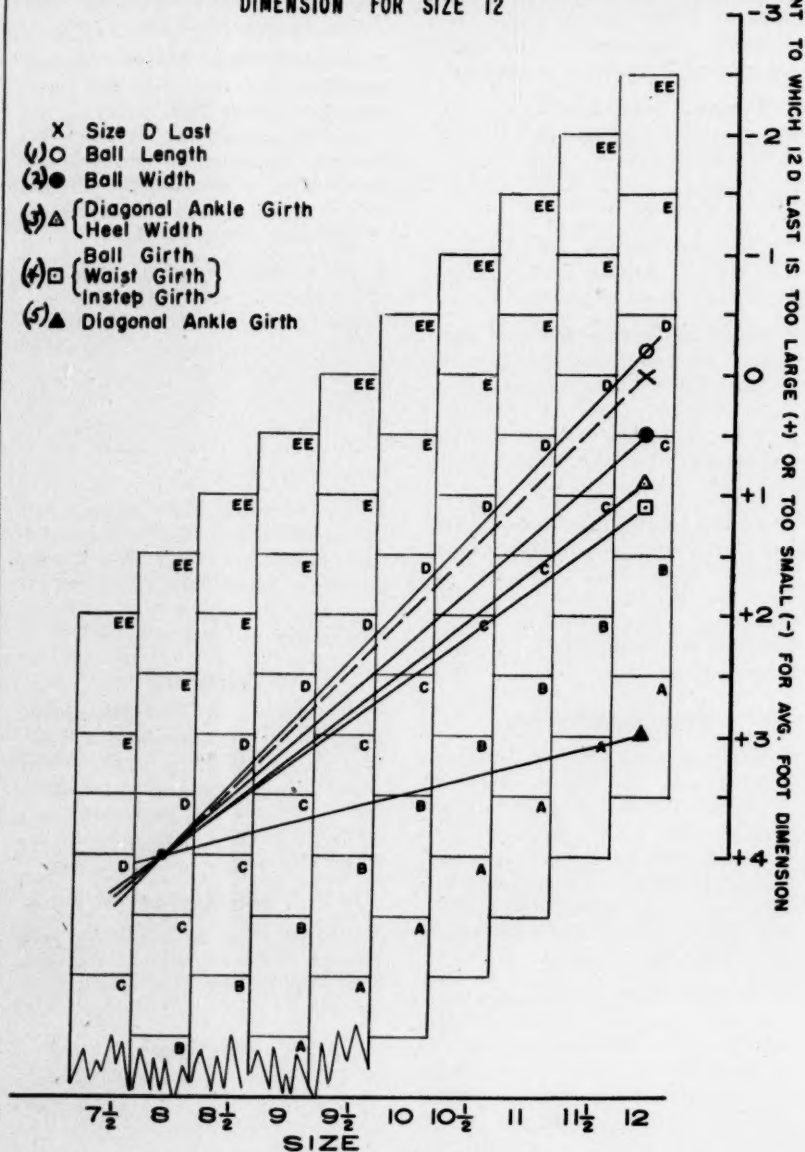
Grade of Instep Girth with Foot Length: The Munson last grade for instep girth is $\frac{1}{4}$ inch between sizes or 0.750 inch per inch in length. Foot measurements show that the instep girth changes only 0.550 inch per inch change in length. The last grade is 36.4 percent higher than the foot grade for this dimension. This deviation is similar to, although less serious than, the ball girth deviation because of the additional lacing adjustment that is possible in the instep area.

Grade of Waist Girth with Foot Length: The Munson last grade for waist girth is $\frac{1}{4}$ inch between sizes or 0.750 inch per inch. This dimension of the foot was not measured in the surveys but the measurement is taken between, and within approximately one inch of, the ball girth and instep girth measurements. Therefore the average of these two grades is probably a reliable estimate of the waist girth grade. The last grade is 38 percent greater than the estimated value for the foot. This difference, as in the case of instep girth, is slightly less serious than for ball girth.

Grade of Diagonal Ankle Girth with Foot Length: The Munson last grade for diagonal ankle girth (heel-to-instep point) is $\frac{13}{32}$ inch between sizes or 1.219 inches per inch change in length. The corresponding foot dimension changes by 0.937 inch per inch change in length. The last grade is 30.1 percent greater than that of the foot. Over the seven-size range of the normal tariff this difference in grade results in a shift of the last dimension with respect to that of the corresponding average foot of 2.33 or 0.66 inch. Since the diagonal ankle girth changes only 0.125 inch per width unit, the shift amounts to 5.3 widths, equivalent to a shift from EE width in size 5 to A width in size 12. This difference in grades is very important as it undoubtedly affects the adjustment and fit around the ankle.

Grade of Ball Width with Foot Length: The Munson last grade of ball width is $\frac{1}{12}$ inch between sizes or 0.250 inch per inch change in

FIG. 1
DISPARITY BETWEEN AVERAGE FOOT DIMENSION & SIZE D LAST
DIMENSION FOR SIZE 12



length. Foot measurements show that the ball width increases 0.220 inch per inch. The last grade is 13.6 percent greater than the foot grade for this dimension. This deviation is not significant. The average foot dimension ranges over less than one width unit from the smallest to the largest size in the normal tariff.

Grade of Shank Width with Foot Length: The Munson last grade for shank width is 0.153 inch per inch change in length. Foot measurements show a shank width grade of 0.145 inch per inch. Thus the last grade is 5.5 percent greater than that of the foot. The difference is not significant.

Grade of Heel Width with Foot Length: The Munson last grade for heel width is 0.174 inch per inch change in length. Foot measurements show a heel grade of 0.136 inch per inch. The last grade is 27.9 percent greater than the foot grade. This difference in grades results in a shift of the average foot dimension with respect to that of the last, amounting to 0.05 inch or approximately one width unit from the standard size 8 to size 12. The difference is small and probably not significant.

Grade of Toe Height with Foot Length: The Munson last grade for toe height is $\frac{1}{32}$ inch between sizes

or 0.094 inch per inch change in length. The corresponding foot grade is 0.061 inch per inch. The last grade is 54 percent greater than that of the foot. This percentage difference is relatively large, but the absolute difference is very small. Therefore, the deviation may not have an important bearing upon fit as long as the basic dimension is large enough to accommodate the largest foot.

The width of a last, designated by letter, refers not only to the width of the bottom pattern but also to the very important girth measurements: ball, waist and instep. Ball girth will be used as the basic measurement in the study of variations in width. With each change in linear width the ball girth changes by 0.25 inch.

Grade of Instep Girth with Width: The Munson last grade for instep girth is 1/4 inch per width or one inch per inch change in ball girth. Foot measurements show that for a given foot length the instep girth increases 0.707 inch per inch increase in ball girth. Thus the last grade is 41.4 percent greater than the corresponding foot grade. This difference is of practical significance. It probably tends to produce shoe instep girths that are too small in narrow widths and too large in wide widths. The lacing adjustment can be used to partially compensate for the faulty grade.

Grade of Waist Girth with Width: The Munson last grade for waist girth is 1/4 inch per width or one inch per inch change in ball girth. This dimension of the foot was not measured in the surveys, but as stated above it would be expected to be similar to the adjacent ball girth and instep girth grades. The average of these, 0.85, is probably a reliable estimate of the waist girth grade. On this basis the last grade is approximately 18 percent greater than that of the foot. The lacing adjustment should adequately compensate for this deviation.

Grade of Diagonal Ankle Girth (Heel to Instep Point) with Width: The Munson last grade for diagonal ankle girth is 1/8 inch per width or 0.500 inch per inch change in ball girth. The corresponding grade of the foot is 0.619 inch per inch. The last grade is 19.2 percent less than that of the foot. This difference is important, although it probably does not present a serious difficulty in the fit of the ankle because there is the possibility of a relatively

Table 1
Comparison of Munson Last and Measured Foot
Grades with Size
(Foot length)

Foot and Last Dimension	Size grade		Difference	
	Foot inch/inch*	Last inch/inch*	inch/inch*	Percent
Ball length .....	.683	.656	-.027	- 4.0
Ball girth .....	.538	.750	.212	39.4
Instep girth .....	.550	.750	.200	36.4
Waist girth	*(.544)	.750	.206	38
Diagonal ankle girth ..	.937	1.219	.282	30.1
Ball width .....	.220	.250	.030	13.6
Instep width .....	.145	.153	.008	5.5
Heel width .....	.136	.174	.038	27.9
Toe height .....	.061	.094	.033	54.1

*Change in foot or last dimension per inch change in length.

#Value estimated from average of ball and instep grades.

Table 2
Comparison of Munson Last and Measured Foot
Grades with Width
(Ball girth)

Foot and Last Dimension	Width grade		Difference	
	Foot inch/inch#	Last inch/inch#	inch/inch#	Percent
Instep girth .....	.707	1.00	.293	41.4
Waist girth	(.85)	1.00	.15	18
Diagonal ankle girth ....	.619	.500	-.119	-19.2
Ball width .....	.354	.333	-.021	- 5.9
Shank width .....	.172	.204	.032	18.6
Heel width .....	.173	.232	.059	34.1
Toe height .....	.092	.125	.033	35.8

#Change in foot or last dimension per inch change in ball girth.

large adjustment of the shoe dimension by means of laces.

Grade of Ball Width with Width: The Munson last grade for ball width is 1/12 inch per width or 0.333 inch per inch change in ball girth. The surveys show a ball width grade of 0.354 inch per inch. The last grade is 5.9 percent less than that of the foot. Fitting trials indicate that this deviation does not exceed normal fitting tolerances for ball width.

Grade of Heel Width with Width: The Munson last grade for heel width is 0.058 inch per width or 0.232 inch per inch change in ball girth. The foot measurements show that the grade for heel width is 0.173 inch per inch. Thus the last grade is 34.1 percent greater than that for the foot. The percentage difference is large, but it amounts to only 0.07 inch over the entire 6-width range. Therefore, it is not considered important to the fit and comfort of the heel.

Grade of Toe Height with Width: The Munson last toe thickness grade is 1/32 inch per width or 0.125 inch per inch change in ball girth. The foot measurements show that the grade for toe height is 0.092 inch per inch. The last grade is 36 percent greater than that of the foot. This percentage difference is large, but because both grades are small, the deviation is not serious as long as the basic dimension is large enough to accommodate the largest foot.

The effect of inconsistent grades on the fitting characteristics of a last system may be illustrated by an example. Suppose that a system of lasts were constructed using average foot measurements from a scientific foot survey as the basis for the model last and using the standard Munson last grades for the productions of other sizes and widths. Such a last system is shown graphically in Figure 1 in which the straight lines represent the average values of ball girth and 5 other important dimen-

sions plotted against size. Each shoe size is represented by a rectangular area extending to the mid points between half sizes and adjacent widths. This area represents the optimum area of fit for each size. The basic size includes normal fitting adjustments therefore foot dimensions are directly comparable without further adjustment.

Ideal Fit

Since the last system of Figure 1 was made to order for size 8D, all the lines intersect at the mid point of the 8D rectangle. Thus, a man who would take a size 8D shoe can obtain an ideal fit for all the important foot dimensions.

However, for men with increasingly larger feet, the lines representing the corresponding average values of the other dimensions are seen to diverge, lines 1 and 2 remaining in the D width range and lines 3 and 4 shifting into the C width in large sizes. Extrapolation of lines 3 and 4 back into the small sizes would bring them into the E width in size 5. The figure reveals that in the large sizes (size 10 and above) the average foot requires a D width for optimum fit of ball length and ball width, but a C width for optimum fit of ball girth and instep girth. The average diagonal ankle girth (line 5) for feet taking sizes 11½ and 12 is such as to call for the A width in those sizes. Since no one of the rectangles for size 12 has all the lines passing through it there is no width in size 12 which accommodates all dimensions simultaneously. If, for each dimension, the last grade were equal to the foot grade, then all the lines would run through the 12 D rectangle and size 12 D would accommodate all the important dimensions of the average size 12 foot, as 8 D does for the average size 8 foot.

The foot dimensions which the cen-

Next Week

A full-length feature on THE NEW KLEVVAY PROCESS. A description and appraisal of a new method of shoe construction creating much comment in the industry.

trally located D width best accommodates in all sizes are the linear dimensions, such as ball length and ball width. However, the girths possessed by the average size 11 or 12 feet are such as to call for a smaller width. Thus it appears that in the development of the grading system in current use, more consideration was given to the change in other linear dimensions with size than to the change in girth dimensions with size. If ball length and ball width were more important than the girths in fitting a shoe, large men would remain with the D width through which the ball length and ball width lines run. The relatively heavy demand for B and C widths in large sizes indicates that it is the girths which must be given first consideration in fitting after foot length.

We have argued that foot shapes are not to blame for the observed preference for small widths in large sizes and for large widths in small sizes. Figure 1 provides what seems to be a more likely explanation. Nearly all the last grades which are seriously different from the corresponding foot grades are too large.

The result is that most of the important dimensions of the size 12 foot are most comfortably fitted by the A, B or C widths.

Important Factor

The deviations in foot and last grades described above apply to any system in which the standard grades are used. However, there is one important additional factor which must be considered. In no existing system, such as the Munson, do all the regression lines intersect in the standard size 8 D or at any other point. This is true because no real system has precisely the best combination of dimensions for its basic size last. When the lines fail to intersect, it is as if vertical displacements of different magnitudes were applied to each of the lines. Both positive and negative vertical displacements generally would be expected in any given last system which would result in even greater divergence of the last dimensions in extreme sizes than that indicated in the example.

The comparisons of important foot and last grades described above include those generally required in specifications as well as others that are maintained by lastmakers for controlling the size and shape of lasts. The results are summarized in Tables 1 and 2. It will be observed in the column of deviations that in eight cases the last is graded too fast by more than 30 percent. In three cases the last grade is too slow. The deviations are smaller in the other cases and probably not significant. The results demonstrate the serious deficiencies that now exist in the Munson last grades but much more important is the fact that they furnish a reliable guide for the adjustments required in order to correct these deficiencies.

(Note: the second article in this series will appear in next week's issue of LEATHER and SHOES.)

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MOLDING LEATHER DUST

(Continued from Page 8)

in appropriate mold cavities so that they can be subjected to heat and pressure by means of a compression press. (See Fig. 2.)

Temperatures in the neighborhood of 300° F. are usually sufficient to fuse the resin and leather components. Compressive forces range from about 2500 to 3000 pounds per square inch, and most individual press operations can be completed in less than five minutes.

The properties of materials thus produced are related to the characteristics of the adhesive constituents in only one important respect, and that is a matter of flexibility. In other words, if the polymerized adhesive is naturally rigid, the molded leather dust will be rigid—like a hide coated with a stiffening agent. On the other hand, if the dust is bonded with one of the more flexible elastomers, the molding may be extremely resilient and even impervious to most of the conditions that would cause natural leathers to stiffen.

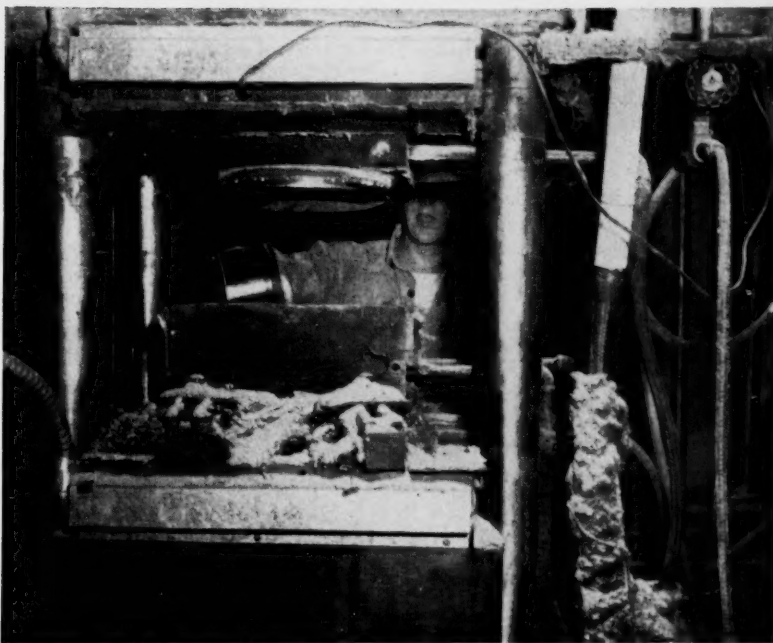


Fig. 3. A mold cavity is manually loaded with a mixture of leather dust and resin.

Limitations with regard to the shapes and dimensions of the moldings depend only on the presses and

tooling that are available for production work. And if dies are properly designed and fabricated, the mold-

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ings require little or none of the finishing that is essential to the manufacture of most leather products.

Smooth-surfaced dies, for instance, will impart their finish to sheet moldings; and, of course, dies with engraved surfaces can be used to produce moldings with various letters, numerals, grain effects, etc.

Many different types of metal dies can be used in molding leather dust, but units machined from tool steel are preferable where mass-production requirements prevail. Various lubricants have been used to prevent the adhesion of dies and molding materials, although Silicone emulsions appear to be most suitable parting

agents for work involving the use of a variety of resins. (See Fig. 3.)

As a rule, it should be desirable to mold leather dust in molds with the contours and dimensions of finished parts—such as toes, soles, or heels for shoes—since this can save the cost of many supplemental fabrication operations. However, a few simple trimming operations are usually required to remove "flash" or excess materials from molded parts; and it is possible that such trimming could lead to difficulties in a very few circumstances.

Where it has been impractical to segregate leather dust materials with reference to colors, the resinous com-

ponents have been pigmented prior to mixing operations in order to obtain homogeneous color effects. Where multiple colors were desirable, leathers with varying hues were purposely blended prior to molding operations.

Defective moldings have been produced where resin-dust materials were contaminated with moisture or improperly mixed prior to use, and where molding equipment was not operated properly. However, the avoidance of defects has to date involved no precautions of an extremity that could not be anticipated in any type of production work.

The total cost of obtaining finished parts from leather dust is estimated to be less than half of the cost of obtaining equivalent parts from tanned hides, where the dust is obtained exclusively from materials that would normally be sold as scrap.

— END —

Deaths

William A. Edmonds

... 72, shoe manufacturer, died Dec. 20 of a heart attack while at his home in Milwaukee. He had been about to leave for his plant, Allen-Edmonds Shoe Co. in Belgium, Wis., of which he was chairman of the board, when stricken. A native of Memphis, Tenn., Edmonds became associated with International Shoe Co. of St. Louis in 1900. In 1906, he joined Harsh-Edmonds Shoe Co. in Milwaukee and later founded Edmonds Shoe Co., also in Milwaukee. Edmonds was a founder and first president of the Allen-Edmonds Shoe Co., founded in 1928, and became chairman of the board in 1946. He was a 32nd degree Mason, a Shriner and member of the Knights-Templars. He leaves his wife, Bernie B.; two daughters, Mrs. J. W. Simpson and Mrs. W. E. Walling; a son, Cyrus; and two sisters.

William A. Loppnow

... 49, shoe executive, died recently at his home in Milwaukee. He was production manager of Nunn-Bush Shoe Co., Milwaukee men's shoe manufacturer. A member of the firm's Quarter Century Club, he had been associated with it for the past 27 years. Surviving are his wife, Meta; a son, Loren; three sisters and a brother.


(Other Deaths on Page 38)

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Caixa Postal 917

Sao Paulo, Brazil

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Shoe Store—Ohio City

INFANTS TO TEENAGERS; sales \$16,000 year; modernly equipped; fine neighborhood store; \$7500 in top lines stock; lease at \$135; owner operated; priced to sell.

APPLE CO.—BROKERS—CLEVELAND, O.

Shoe Store—Busy Town

IN FAMILY 83 years; sales over \$36,500 year; downtown location; \$25,000 stock; newly equipped; can increase; rent \$175; lease; price \$29,000.

APPLE CO.—BROKERS—CLEVELAND, O.

Agents Wanted

AGENTS WANTED to handle important line of shoe findings to shoe manufacturers. All territories available. Straight commission. State present lines.

Address A-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Manufacturers' Representative

FORMER SHOE MANUFACTURER desires to represent tanners and other shoe supplies manufacturers in St. Louis and surrounding territory. Has large following among upper leather, sole leather, and miscellaneous supplies buyers in this area. References available on request. Address A-5 c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

LEATHER SPECIALTIES PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H.

GRISWOLD

14 Franklin St.

Salem, Mass.

Situations Wanted

Shoe Salesman

Single, versatile young man familiar with manufacture of Women's California Process, Sport and Ballerina Shoes in the popular price range, seeks to represent reputable shoe manufacturer in metropolitan New York. Also willing to travel in New England States and New Jersey.

If interested, a highly successful export department could be initiated. Highest references. Available immediately.

Write Box Z-1, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Attention: Chemical— Extracts—Finishing Companies

CAN YOU USE the services of an experienced tanner? To demonstrate your products and to do research and trouble shooting for you? I am a tanner with 25 years of technical and practical experience in tanning and finishing of chrome, bark, combination for shoes, upholstery, and fancy leathers. Address A-3 c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Schaefer SHOE CEMENTERS

Practical for
SOCK LININGS — YAMPS —
BOX TOES — INNERSOLES —
LININGS — HEEL PADS



7" & 11"
WIDE

FREE
TRIAL

Speedy! Versatile! Efficient! Schaefer Cementers completely and uniformly latex die-cut pieces of leather, cloth, faillie, leatherette, fibre and paper. Convenient. Patented. Quick disassembly for cleaning.

SCHAEFER MACHINE CO.

57 Carbon St., Bridgeport, Conn.

New York City—LE-2-2010

PHONES: Boston—ARlington 5-8096
Bridgeport 68-2250

Agents in principal cities

THE WOBURN MACHINE COMPANY

HIDE AND LEATHER MACHINERY

PROMPT SERVICE ON MACHINERY REPAIRS

TEL. WO-2-0330

201 MAIN ST., WOBURN, MASS.

SPECIAL MACHINERY FOR
WELTING For
RANDS Over
HEELS 50
Years

THOMAS BOSTOCK & SONS
BROCKTON, MASS.

Coming Events

March 1-4, 1953—Allied Shoe Products and Style Exhibit, Hotel Belmont-Plaza, New York City.

March 3-4, 1953—Showing of American Leathers for Fall and Winter, 1953. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

April 9-10, 1953—Spring Meeting of Tanners' Council of America, Inc. Boca Raton Club, Boca Raton, Fla.

April 19-22, 1953—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association in leasing St. Louis hotels.

April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 3-7, 1953—Popular Price Shoe Show of America showing of footwear for Fall and Winter 1953. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

June 7-10, 1953—Annual Convention of American Leather Chemists' Association. Netherlands-Plaza Hotel, Cincinnati, O.

June 15-16, 1953—Annual Spring Meeting of National Hide Association. Shamrock Hotel, Houston, Texas.

August 17-19, 1953—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York City.

August 18-19, 1953—Showing of American Leathers for Spring and Summer, 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

October 22-23, 1953—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 26-29, 1953—National Shoe Fair, sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association at the Palmer House and other Chicago hotels.

Deaths

Caleb S. Harriman

... 79, *tanner*, died Dec. 27 at his home in North Wilmington, Mass. He was founder and president of C. S. Harriman Tanners of Wilmington. A native of Kansas, Harriman came to Wilmington at an early age. He was graduated from Massachusetts College of Pharmacy in 1895 and a few years later entered the tanning industry. He was chairman of the board of Water Commissioners and School Committeemen in the town and president and a director of the Reading Cooperative Bank and Reading Mechanics Savings Bank. Surviving are a son, Lawrence M.; a daughter, Mrs. August G. MacLeod; a sister, eight grandchildren and three great-grandchildren.

Louis J. Wilbur

... 80, *packing company executive*, died Dec. 30 in Ft. Lauderdale, Fla., where he had lived since 1944. He had been head of the by-products department of Swift & Co., Chicago, until his retirement in 1946. Wilbur joined the firm in 1895 at the Kansas City plant and spent his entire career in the by-products department, being named head of the department in 1926. His duties included supervision of the hide and wool, tallow and grease and glue-gelatin products. From 1919 to 1921 he served as resident director of Swift International in Buenos Aires and Montevideo. During World War II he was a member of the Board of Economic Warfare in Washington, D. C.

George F. Hennessey

... *shoe machinery executive*, died Dec. 28 at his home in Milwaukee, Wis. A native of Lynn, he was retired sales manager for United Shoe Machinery Corp. in the Milwaukee district for 52 years before his retirement. He began work with the firm in Lynn as a young man. He leaves his wife, Margaret; and three brothers.

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★ ★



U. S.
DEFENSE
BONDS

NOW EVEN BETTER



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99 DELAWARE

designers and foremen agree

tufsta

makes their jobs easier



Why Designers
like TUFSTA

Tufsta gives them greater styling freedom, reduces problems common to multiple cutouts, perforations, and narrow straps. It's tough and strong — gives shoes extra strength wherever a pattern has a weak spot.

Tufsta can't fray, eliminates chances of unsightly or irritating rough edges. Why? Because it's a non-woven cotton base material far superior to paper imitations.

Why Foremen
like TUFSTA



Tufsta is easy to work with. Its extra strength helps prevent stretching or breaking in "pulling over" and other operations where strains occur. Tufsta allows stitches to countersink perfectly. Tufsta pays for itself many times over by saving factory cripples and rejects.

Designers, foremen, sales managers and, treasurers, too — they all like Tufsta because it helps them produce and sell a better, more salable shoe. That's why it's recognized as the best reinforcing material ever made for the shoe trade.

If you're not using Tufsta, be sure to write us for free samples.



FOR ADDED WEIGHT AND APPEARANCE IN
LIGHTER LEATHERS SPECIFY TUFSTA DOUBLER®

Tufsta Doubler gives lighter and cheaper leathers the top quality appearance of the best grade shoes. It adds plumpness — gives right body for stitching — is non-absorbing — won't shrink — molds to shape of shoe and holds that shape without springing back when lasts are pulled.

tufsta
THE SUPERIOR SHOE REINFORCING MATERIAL
made by

Respro INC.
Greenville, S.C., U.S.A.

Manufacturers of a complete line
of quality vamp, quarter and
socklinings for the shoe trade

BALANCED PERFORMANCE



*NOPCOLENE IS A
REGISTERED
TRADE MARK OF
NOPCO CHEMICAL
COMPANY

...and with NOPCOLENES that means surface lubrication with controlled penetration

In India, wild elephants are caught and trained by enlisting the help of tamed ones.

Above, you see two tame tuskers, working as a team, helping to control a wild pachyderm while the mahouts tie him up to convenient trees. Here's *balanced performance*—effective *dual action*—if ever there was!

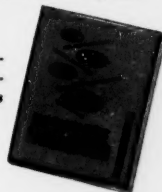
You may have no stake in elephant hides, on or off "the hoof"; but there are thousands of hides in which you have. And that's where the new, *double-action* Nopcolenes come in. They give excellent surface lubrication plus controlled penetration—a *balanced performance* that not only results in tight grain, good tensile strength and stitch tear, but

permits the tanner to achieve *whatever degree* of temper, softness, hand, break, and stretch he desires.

You'll find these specifically developed Nopco oils are readily *soluble*. Also, their moisture content is only 6% to 7%—which means considerable savings in freight, handling, and storage.

Profit by sending for full details about the new Nopcolene* fatliquors. Put them to work, and see what a truly remarkable job they can do for you.

FREE! This book gives up-to-the-minute data about Nopco's new Nopcolenes, and formulas for various leathers. Write for a copy.*



NOPCO

Chemical Company, Harrison, N.J.

Branches: Boston • Chicago • Cedartown, Ga. • Richmond, Calif.